Trade and Industry

2 June 1978 Every Friday 40p

Compressors Computers
Cans Needles Safes Springs
Canvas Carpets Fur Footwear
Business Statistics Office
Chalk Clay Petroleum Paint
Bedding Timber Glass Paper
Pottery Cutlery Wheels
Furniture Scales Salt Keys
Engines Pumps Valves
Cars Cycles Stone Polishes
What it does and why
Sales Capital expenditure
Wages and salaries Stocks
Employment Purchases

This page gives you more businessmen for your money

Trade and Industry has an audited circulation of nearly 14 000. And an estimated readership of over 50 000.*

Our readership survey has shown just how important that circulation is among the people who matter.

Trade and Industry is a unique publication; with its direct access to government information, it presents up-to-date facts and figures which are often unobtainable from any other source. For the people who make the decisions, Trade and Industry is invaluable; it helps to keep them – and their companies – one step ahead. More and more people are reading Trade and Industry. Over 50 000 each week.

Put it on your media schedule and reach the real decision makers.

Ring Dudley Masters or Terry Day on 01-242 9478 and ask them why.

* Audit Bureau of Circulation certified average circulation for 1976: 13 788 copies. Readership survey carried out in April 1976 gives estimated readership of over 50 000.

Trade and Industry: the decision makers' magazine.

Trade and Industry

2 June 1978

News from the Departments of Industry·Trade·Prices & Consumer Protection

The work of the Business Statistics Office, and *in particular its attempts to reduce the burden* of form-filling, is the subject of our special feature this week (page 483).

Trade and Industry

Incorporating the Board of Trade Journal
Volume 31 no. 9.

Pages 449 to 512. 2 June 1978.

Price 40p. Net subscription post inclusive. £30.60.

Editorial
Room 439 1 Victoria Street, London SW1H 0ET
Telex 8811074 answer back DT1HQ G LONDON

Editorial inquiries		*01-215 5730*
Managing editor	Alan Williams	01-215 3388
Editor	Gillian Samuel	01-215 5653 01-215 5654
Home news	Peter Curtis	01-215 3019
and technology	*John Rowles*	01-215 5074
European	Maureen Miller	01-215 5620
community and	Geoff Heaford	01-215 3006
overseas trade	*Marianne Semadeni*	*01-215 3016*
Art, pictures and statistics	Bob Priestley	01-215 3118
Business manager	*John Bentley*	01-215 5655
Assistant business manager	Jackie Stephens	01-215 5656
Circulation control	Christine Swinyard	01-215 5021

Advertisement department
13 Great James Street, London WC1 01-242 9478

Advertisement manager	Dudley Masters
Deputy advertisement manager	Terry Day

Northern manager *Allan Loftus* *061-766 2191*
11 Randale Drive, Bury Lancashire BL9 9HZ

Subscriptions: *HMSO, PO Box 569, London SE1*
01-928 6977 ext. 472

© Crown Copyright 1978. Short extracts can be published without specific permission providing that the source is duly acknowledged.

The views expressed in contributions to Trade and Industry emanating from other than official sources are not necessarily those of Her Majesty's Government.

The government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the *goods or the service advertised herein have official* approval.

ABC Member of the Audit Bureau of *Circulations*
ISSN 0006-5323

Home news

Industry needs microelectronics – Huckfield 450
Price marking regulations for food and drink 450
New insurance regulations from end July 450
Food prices improvement no freak – Maclennan 452
Report finds over 800 000 home accidents annually 452
Proposals soon on true rate of charge credit 452
Trust Houses Forte: proposed price increases to be examined 454
Price Commission delays increase on magazines 454
Proposed acquisition referred to MMC 454
Clearance of merger proposals 454
Secondhand car dealers promise to mend their ways 454
Lower incomes report published 454
Payments on termination of employment 454
Post Office changes testing policy for Datel 456
Fishing industry safety group meets 456
Protection of Wrecks Act 456
Energy supply worries inhibit growth – new paper 456
UK 'slow but sure' on nuclear energy – Cunningham 456
Energy conservation in distribution operations 458
Official appointments 458
Patents endorsed 'licences of right' 458
Government sales 458
New company for Cleator Moor estate 458
WDA to build 85 advance factories . . . 459
. . . and Wales presentation attracts 90 Japanese 459
Tri-lingual Lancs 459
Selling Britain 459

New publications 461

New products 462

Technology news

Next century's coal might be deep-mined beneath North Sea 463
GMAG calls for continuing rigorous assessment of lab conditions 463
Taking the backache out of work 463

Parliament 464

European community news

Improvement loans for miners' and steelworkers' housing 469
Quotas 1978: exhaustions 469
Temporary suspension of the CCT 469
GSP: restoration of normal duties 471
New legislation 471

Overseas trade news

Employment practices in South Africa: the government's guidance 473
BOTB chief executive praises export effort 474
Over 700 firms seek overseas sales in June 474
Textiles on show in Frankfurt 474
ECGD insures nearly £13,000m of UK exports 474
ECGD statutory return 474
Notice to importers
1683: Imports of bananas from the dollar area 475
MFAs and the growth of trade in textiles 476

Exhibitions

UK firm wins 'emeritus award' at OTC 477
Index-linked enthusiasm by UK exhibitors 477
Interzoo – 'fantastic' 478
UK in important talks at Hanover air show 478
British firms display new computer peripherals 478

Export services 479

Country data 480

Business Statistics Office
What it does and why 483

Statistics

The economy: selected indicators 495
Economic indicators of the industrial countries 496
Release dates of economic statistics to be published in June 503
Capital expenditure of the manufacturing, distributive and service industries 504
Manufacturers' and distributors' stocks 506
Motor vehicle output in April up 5 per cent on last year 507
Engineering industries: indices of production up to February 508
Wholesale textile houses: sales and stocks in March 509
Cost indices for the aerospace and radio, radar and electronic capital goods industries 510
Index to statistics 510

Readers' reply service 511

Home news

Industry needs microelectronics – Huckfield

British industry is not doing enough to develop microelectronic techniques, claimed Les Huckfield, Parliamentary Under-Secretary of State at the Department of Industry, on 25 May. Addressing the Institute of Production Engineers' seminar on microelectronics in Birmingham, Mr Huckfield pointed out that there was already a number of familiar uses of microelectronics in the service sector: pocket calculators, electronic petrol pumps, electronic cash registers, but added, 'What we must get across is that the opportunities are just as great for industrial production. In some areas they have already been grasped.'

He explained that at the National Engineering Laboratory he had been shown work being undertaken with the Welding Institute and two industrial companies for welding components using a robotic device controlled by microprocessors. Considerable use was now being made of the more sophisticated desk calculators for computer-aided design in the engineering industries. He had seen examples in British Aerospace at HSA Woodford and even at a very small textile design studio.

Mr Huckfield also said that Warren Spring Laboratory was investigating the use of microprocessor control in the refining of sugar in collaboration with the British Sugar Corporation and with financial support from the Department of Industry.

But, apart from numerically controlled machine tools, 'which have been around for some time', he said there was little other use of computing technology on the shopfloor in the engineering industries. 'The impact on product testing, quality control, inspection and automatic assembly is negligible in this country.'

The Department of Industry had long recognised the importance of microprocessors in the industrial context, Mr Huckfield said. The various industry requirements boards had come more recently to involve manufacturing industry directly with government research establishments in project work. In terms of financial assistance there were schemes available, including the product and process development scheme, which it was hoped would encourage the design and production by UK manufacturers of equipment incorporating microprocessors.

'Effectively, the PPD scheme has been fully operational only since the beginning of this year but industrial interest has been gathering momentum in recent weeks and the department currently has 221 applications in the pipeline (including some for microprocessor applications) which, if approved, could represent as much as £46 million of additional investment in UK industry.'

Mr Huckfield said the department was also examining carefully the ways in which additional specific support might be given for tackling the three main areas 'where positive encouragement from government may help to guide this new industrial revolution along the right lines': education and training; consulting facilities; and applications of microprocessors and project support.

Price marking regulations for food and drink

From 1 July the prices of food and drink sold by shops, market stalls, mobile vans and street traders will have to be displayed clearly and legibly.

Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, said that this would help eliminate a number of abuses, such as selling soft drinks and ice cream at grossly inflated, but unspecified, prices to tourists.

This will be one of the results stemming from an order laid before parliament on 23 May.

The order, Mr Maclennan said, marked an important step forward in helping consumers and promoting competition. Consumers had a right to the information they needed to make informed choices; shoppers should know the price of an item before they were committed to buy.

'Open price display protects not only the consumer, but also the overwhelming majority of honest retailers who have everything to gain by telling their customers what is available at what price. This sharpens competition and contributes to the general effort to restrain prices,' he said.

Displaying prices

The order, The Price Marking (Food) Order 1978 (SI 1978/738), allows prices to be displayed in a variety of ways, such as by item marking, shelf marking or price listing and retailers are free to select the method most appropriate to their own circumstances. Those retailers – the minority – who do not already display their prices should therefore find no difficulty in selecting an appropriate means of fulfilling the requirements of the order. Exceptions are made under the order for food which is: for sale by 'counter service' – for example in the small corner grocer's shop, in bakers' and in counter-service areas in supermarkets, where meats, bacon or delicatessen are sold; or carried on a vehicle delivering to domestic premises milk, soft drinks or bread as part of a regular delivery service; or sold for consumption on the premises.

New insurance regulations from end July

Three new insurance regulations have been approved by parliament and will come into effect on 31 July. They are as follows:

Authorisation and accounts: general business

These regulations are intended to bring into effect further provisions of the EEC's non-life insurance establishment directive, which came into operation on 1 February 1976.

The requirements affecting authorisation do not represent any very fundamental changes in the procedures that have been operated using powers contained in the Insurance Companies Act 1974 (*Trade and Industry*, 7 April, page 3).

Accounts and forms

These regulations alter the detailed requirements about the annual returns which insurance companies are required to submit to the Department of Trade under the Insurance Companies Act 1974.

Companies with head offices overseas and subject to the solvency regulations will be required to submit branch returns so that the Department of Trade can satisfy itself that they are meeting the new requirements imposed on them by the solvency regulations. The certificates which must be attached to the balance sheets, and which form part of the returns, have also been amended where appropriate to reflect the new requirements imposed by the solvency and authorisation regulations.

The insurance industry and the accounting profession have been consulted about the new regulations.

Changes of director, controller or manager

These regulations require information to be given to the Secretary of State for Trade about people who intend to become controllers of, or who have recently become directors or managers of, existing insurance companies. They supersede earlier ones made in 1975 and take account of developments which have occurred

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

To all Chairmen and Managing Directors

The following executives are seeking to further their careers within fields where proven experience counts and is rewarded accordingly

FINANCE

1. **Treasurer.** ACA. Fluent German, good French. A strong technical accountant with three years' treasury experience in major group – borrowings exceeding £300 million. Good city and European experience. Wishes to improve remuneration and widen experience, location flexible. **Age 29 Salary £6,500**

2. **Finance Director.** FCCA. Good French. With executive management experience of international manufacturing company, turnover £10 million, and central staff experience in major international group, turnover £250 million +. Seeks improve career development potential in a more entrepreneurial environment. **Age 31 Salary £11,000+**

3. **Director Finance/Operations.** MA(Oxon) Barrister-at-Law, M. Inst PM AICS. Top level financial and administrative experience in oil industry and government committees at international levels. Seeks career development in UK, Europe or Scandinavia. A high flyer. **Age 32 Salary £15,000+**

4. **Financial Co-ordinator.** BCom, ACA. Some Spanish and sound international experience in FMCG and Service industries especially in Middle East and South America. Seeks greater scope and remuneration probably outside UK. **Age 32 Salary £8,500+**

5. **Life and Pensions Manager.** APMI. An energetic and successful higher flyer with good knowledge of Europe and UK practices. Seeking greater flexibility and challenge leading to capital growth – probably in smaller company. **Age 31 Salary circa £20,000**

6. **Group Secretary/Chief Accountant.** FCIS. With international holding company experience in both consumer goods and steel products. **Age 33 Salary £8,000+**

7. **Financial Manager.** BCom (1st Class) ACA. Impressive technical accountant with good knowledge of industry, commerce and financial services. Including investigations and computer audits. Seeks career development and improved remuneration. **Age 33 Salary £12,000**

8. **Head of Corporate Planning.** FCA. A dedicated professional accountant with considerable international experience of the manufacturing and process industries. Promotion blockage. Seeks a move to F/D of a substantial industrial group. **Age 38 Salary £13,000**

9. **Group F/D.** FCA. Exceptional large retail group financial management experience covering UK and North America. Especially strong in DP management techniques. **Age 38 Salary £12,000+**

10. **International Financial Manager.** FCMA. A tough professional with impressive career in major European manufacturing groups. Promotion blockage. Seeks F/D appointment in Europe, North America or Australasia. **Age 39 Salary circa £13,000**

11. **Finance Director.** MA (Econ and Statistics) MBA. Fluent German, Dutch, Italian, good French. Experience covers all fields of finance, including investment banking. Promotion blockage. A highflyer. Seeking a change to more dynamic company. **Age 39 Salary circa £25,000**

12. **Group F/D.** MA (Cantab) FCMA, CEng, MICE, MIMC. Good French. An expert in establishing large group financial systems and controls. Following broken promises he seeks a move to another senior financial management role. **Age 44 Salary £12,500**

MARKETING

13. **Export Saleswoman.** MA (Hons). Fluent German and French with an excellent knowledge of the wholesale and retail carpet markets in Germany, France, Italy and Scandinavia. Enjoys travel, flexible as to product. **Age 24 Salary £5,000**

14. **Systems Analyst/Export Sales.** BA (Hons) MSc management studies. Bilingual German, good French. A good knowledge of the manufacturing jewel trade including trade fairs. **Age 25 Salary £5,000**

15. **Area Manager.** BA (Hons). Fluent French and German. Seven years' experience in electrical products, rubber goods and carpets especially in UK, Canada and EEC. Seeks improved career potential, location flexible. **Age 29 Salary £8,000**

16. **Export Manager.** MA (Hons) Cantab. Fluent French, German, some Italian and Russian. Successful record in FMCG, especially foods. P & G trained. A man of high potential seeking a career development. **Age 29 Salary £8,500+**

17. **Export Salesman.** M. Inst. Experienced. Successful record in sales of chemicals, pharmaceuticals, scientific instruments and laboratory equipment, especially in Middle East and Europe. Ambitious to develop career and remuneration level. **Age 31 Salary £6,500+**

18. **Market Manager.** BA (Hons) Economics M. Inst. MKT. Some French and German. A dedicated marketing man in FMCG especially in food and tobacco. Promotion and salary blockage. **Age 30 Salary £7,200**

19. **Export Marketing/Sales Manager.** Fluent German and French, some Polish. Has sound knowledge of East European countries and Yugoslavia and of pumps, chemicals and security systems. A good business analyst who wishes to grow. **Age 36 Salary £8,000**

20. **Export Sales Manager.** BSc (Hons) Chem. Bilingual French. Highly successful sales of chemicals, metals and process plant especially to France. An outstanding performer of complete integrity. **Age 33 Salary £10,000**

21. **Marketing/Production Director.** BSc. Chem. Eng. With a background in chemistry and engineering currently responsible for production and sales of £30 million power cables. Returning to UK to seek position leading into general management. **Age 36 Salary £10,000+**

22. **Marketing Director.** BA. Fluent German, French, Swiss German. Holds Swiss 'C' permit. Most effective in durables-consumer products and the leisure industry. Victim of an American company's withdrawal from Europe. **Age 37 Salary £15,000**

23. **Marketing Manager.** MA, LLB, Dip BA. Good French. A practical entrepreneur with very sound general trading experience in large international groups. This includes wholesale, retail and merchant banking experience. **Age 35 Salary £10,000+**

24. **Group Sales Director.** BA. Good Swedish, some French. Highly experienced in mechanical handling and autcmotive products, including fleet sales and franchises especially internationally. **Age 39 Salary negotiable circa £14,000**

GENERAL MANAGEMENT

25. **Civil Engineer.** HNC Civil and Struct. Eng. Setting out and design experience with large division of major industrial group as well as two years' building experience. Ambitions to develop his career more rapidly overseas. **Age 22 Salary £5,000+**

26. **Manager Human Resources.** BSc. MSc. Psychology with practical industrial training experience of large group. Sales teams as well as consultancy. Seeks a tough assignment with large industrial group. **Age 28 Salary £6,500+**

27. **Site Manager.** Some Arabic. An engineer with successful overseas administration, recruitment and management experience in oil field, tanker group and light mechanical engineering. Seeking further overseas appointment. **Age 33 Salary circa £10,000**

28. **Expediting Engineer.** BSc Metallurgy (Hons). Good French. A materials technologist in metals and plastic engineering with liaison experience in institutional bodies in the EEC. Promotion blockage seeking live management responsibility. **Age 38 Salary £7,000**

29. **Group Personnel and Training.** BA (Hons), FIPM. Postive and very likeable with considerable IR and training experience in large distribution and wholesale group (60 outlets). Seeking career development move and increased remuneration. **Age 37 Salary £8,000**

30. **Head of D.P./Project Leader.** An MBCS with 13 years' experience of NCR, ICL, IBM, over a wide range of trade and industrial applications. Newly returned from Africa and seeking new opportunity, ideally UK based. **Aged 38 Salary £8,000**

31. **Retail/Financial Manager/Trader.** CA. After 13 years' successful financial management in food distribution, cash and carry and automotive selling he has had three years retail management in Middle East. Wishes to make more permanent career move. Location flexible. **Age 41 Salary circa £15,000**

32. **General Manager.** BSc (Chem), FIWM. Good French. Highly professional and wide range of production experience in toiletries, cosmetics, agro chemicals and pharmaceuticals in both Europe and Africa. Moving because of promotion blockage and low remuneration. **Age 47 Salary £8,000**

33. **Technical Director.** BA (Chem) Oxon, BSc, D. Phil metal physics. A top level General/Technical Director. Fluent French, German, Italian, Russian, with wide R & D experience in electronics, plastics, steel who is dedicated to profitable commercial development at conglomerate or government level. **Age 45 Salary circa £18,000**

34. **General Manager.** ACII. A company doctor in general business and all forms of insurance and re-insurance, UK and overseas. He has established successful new subsidiaries, but seeks a fresh long-term commitment. **Age 39 Salary circa £15,000**

35. **Chief Executive.** F Bldg. With 36 years' highly successful experience in building and construction large projects worldwide, operating in both the public and private sectors. Practically valuable financial and industrial relations expertise. **Age 51 Salary £15,000+**

36. **General/Financial Manager.** MBA (Finance) 1st class. Good French, Spanish, Portuguese. Experience in both executive and consultancy roles in large multinationals (semi-conductors and D.P. services). A high flyer seeking a new career opportunity. **Age 41 Salary circa $50,000**

NOTES
(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

I A L

Robin R. Ashelby

INTERNATIONAL APPOINTMENTS (LONDON) LTD

Calder House, 1 Dover Street, London W1X 3PJ

Telephone: 01-629 6867/8
Cable: Interappt London W1

(Licensed in accordance with the Employment Agencies Act 1973 No. SE(A) 1416)

and experience which has been gained since then.

They require those affected to give slightly more information about themselves and resolve certain doubts as to the way in which the earlier regulations apply in certain circumstances to directors, managers or proposed controllers.

The information is needed to enable the secretary of state to consider whether the person concerned appears to be a fit and proper person to hold the post. The industry has been consulted about the new regulations.

The new regulations

The Insurance Companies (Authorisation and Accounts: General Business) Regulations 1978 (SI 1978 no. 720), price 30p, the Insurance Companies (Accounts and Forms) (Amendment) Regulations 1978 (SI 1978 no. 721), price 20p, and the Insurance Companies (Changes of Director, Controller or Manager) Regulations 1978 (SI 1978 no. 722), price 20p, are all available from HMSO.

Food prices improvement no freak – Maclennan

The considerable improvement in the food price index in recent months is neither a freak figure nor some statistical aberration, said Parliamentary Under-Secretary of State for Prices and Consumer Protection Robert Maclennan on 24 May. It represented a real improvement with every indication that it was not merely a temporary phenomenon, he told the National Federation of Wholesale Grocers' annual conference in London.

Mr Maclennan said that everyone – producers, distributors, retailers, consumers, and government – had much to gain from the holding down of prices, and particularly the prices of foodstuffs. The latest retail price index figures had met with a general welcome. They showed that inflation, measured by the normal standard of the annual rate of price increase, was now running at a figure lower than any time since January 1973.

He pointed out, though, that the even more marked success of food prices had passed by with little comment. In April, the rise in food prices, measured at an annual rate, was down to 6.3 per cent, more than 1½ per cent below the overall RPI figure. The 6.3 per cent represented the lowest figure since June 1970.

'The scale of this achievement is all the more marked if one remembers that less than a year ago the rate of increase was four times as much – over 25 per cent. This considerable improvement is neither a freak figure nor some statistical aberration.' Since last summer the increase in food prices had consistently and markedly run at a slower rate than the overall rate of increase in the retail price index – which had itself been tumbling down to well within single figures.

Mr Maclennan explained that there were solid grounds for believing that the reduction in the rate of inflation for foodstuffs was not merely a temporary phenomenon. Food manufacturers were now enjoying an average level of input prices which was actually lower – by 4 per cent – than a year before. The benefits of this were likely to continue. So too were the benefits which had occurred – and which were in part responsible for the fall in manufacturers' input prices – as the tide of world commodity price increases had ebbed, just as it had surged in recent years.

Report finds over 800 000 home accidents annually

It is estimated that at least 800 000 accidents are sustained in and around the home every year, involving just over 24 per cent of children up to four years of age, said John Fraser, Minister of State, Department of Prices and Consumer Protection, in Harrogate on 24 May.

Opening the home safety conference organised by the Royal Society for the Prevention of Accidents, the minister said the government had published a report summarising data obtained during the first 12 months of the home accident surveillance system[1]. On the basis of reports received on over 60 000 cases it was estimated that the total of patients receiving treatment at accident and emergency departments in England and Wales each year, as a result of an accident sustained in and around the home, was at least 800 000.

Of these, just over 24 per cent involved children up to four years of age and a further 18.4 per cent occurred to children aged five to 14. Fatal accident statistics gave the impression that most home accidents were to the elderly, Mr Fraser said. But data on non-fatal accidents showed that only 12 per cent of these involved people over 65, whereas over 42 per cent happened to children under 14. The Department of Prices and Consumer Protection proposed to publish a report containing more detailed information about accidents to children later this year.

Pilot studies

Mr Fraser explained that two pilot in-depth studies had been initiated last year; one on steps and step-ladders; and the other on tins and tin openers and a special study was currently being made of burns and scalds. Another special study was looking into fatal home accidents. Four hundred and fifty such accidents had been studied in detail, one third being aged 65 and over, one third aged 15-64 and one third 0-14.

'Not surprisingly, it has been shown that in 68 per cent of the cases involving the elderly, illness and physical disabilities were major contributory factors.' But, the minister said, the study also revealed that drunkenness, mainly associated with the middle-aged, was the cause of, or a major contributory factor in, fatal home accidents. In the 15-64 age range, 65 per cent of all the accidental home deaths in the sample studied were caused by alcohol or had alcohol as the major contributory factor. 'It is clear that drink is as lethal a danger in the home as it is on the highway.'

Government powers

He pointed out that the government had powers under the Consumer Protection Act 1961 to make regulations when necessary. Fourteen sets of regulations were currently in force and seven more were in course of preparation on cosmetics, prams and pushchairs, babies' dummies, cots, oil-lamps, radiological protection, and aerosols. But, he said, the existing powers were inadequate in certain respects. Several of the proposals put forward in the 1976 green paper were now contained in the Consumer Safety Bill, introduced by Neville Trotter.

Dangerous products

'When it reaches the statute book, it will add significantly to our powers to deal with dangerous goods. In particular, it will be possible to take rapid action to prevent the continued sale of dangerous products and to require suppliers of such goods to publish warnings about them. The wider regulation-making powers will, among other things, enable us to ban out-right the supply of inherently dangerous goods, to prescribe more extensive labelling requirements extending, for example, to the use of warning symbols and to require safety equipment to be effective. Regulations will apply to all goods supplied in the course of a business and not simply, as at present, to goods which are sold.'

See also page 467.

[1] The report, the home accident surveillance system – the first 12 months' data collection, is available from the Department of Prices and Consumer Protection, Room 1930, Millbank Tower, Millbank, London SW1P 4QU.

Proposals soon on true rate of charge credit

Sellers of goods, services and credit should sell on price not puff, on fact not fiction, said John Fraser, Minister of State for Prices and Consumer Protection, in London on 18 May.

Speaking to the Equipment Leasing Association, Mr Fraser said that these may seem harsh words but they are borne out by experience.

'A maker's recommended price (MRP) which, if ever used, would give a retailer a 100 per cent mark-up is not a fact, it is a figment of the imagination. Quotations of interest charges at 15 per cent which mean in reality 30 per cent, fall into a similar category except that unlike MRP they actually have to be paid,' he said.

Mr Fraser approached consumer credit transactions and the use of bargain offers on which the government was considering far-reaching recommendations very simply: 'What is good for the dealers is good enough for the dealt.'

Mr Fraser said he would soon be producing proposals which would require honesty in lending on the true rate of charge credit. 'These requirements should, in practice, be no more onerous than the existing practices of many institutions. The regulations will seem labyrinthine only to those who choose to make labyrinthine agreements.

'At about the same time – and I know this affects your members even more directly – I shall be producing proposals on quotations which will include hire terms. The subject matter will be different but the principle the same – that full and accurate disclosure should be the order of the day. I am confident that in practice they will occasion you no difficulty,' he said.

DIRECTOR

Economic Associates

Economic Associates, a well established firm of economic consultants operating world-wide as part of Planning Research + Systems Limited, wishes to recruit an exceptional economics consultant. A Board position would be offered with an opportunity to take up equity.

Preferably between 30 and 45, candidates should have a good honours degree in economics and not less than 5 years experience of working on development projects in developing countries, particularly of water and waste disposal, urban and rural development and transport and communications. Other relevant experience is of interest.

The work will involve overseas assignments, usually as a member of a multi-discipline team. Fluency in French and/or Spanish is desirable.

An employment package providing remuneration of up to £15,000 is offered and is negotiable.

Detailed written applications should be sent to:

Malcolm Summerfield, Managing Director,
Economic Associates Limited, 33 Cork Street, London W1X 1HB.

Marketing Director

South West Midlands **c.£13,000**

Our client, part of a major group of companies, markets a wide range of materials handling products as well as being suppliers to the domestic products and automotive industries.
An outstanding marketing executive is required to expand the existing range of proprietary products and to spearhead diversification into new markets for branded products.
The successful candidate, male or female, ideally aged 30–45 with experience in consumer marketing, should be a self-starter able to generate and implement new ideas, backed by sound commercial judgement.
An excellent benefits package is offered, including company car and pension scheme, together with relocation expenses where appropriate.
Contact Mr. T. I. Jones, **Grosvenor Stewart Limited,** Hamilton House, 15 Tilehouse Street, Hitchin, Herts. Tel. (0462) 55303 (24 hour answering). Please quote ref. 705.

GROSVENOR STEWART
Executive Search and Selection

Trust Houses Forte: proposed price increases to be examined

Increases in charges proposed in April by Trust Houses Forte Hotels are to be investigated by the Price Commission.

The company wants to increase charges for its UK hotels by an overall weighted average of 5.28 per cent, and to apply the whole of the increase to room tariffs. This would represent an average increase of 12 per cent in room prices, with the biggest increases taking place at hotels in the popular tourist centres such as London, Edinburgh, Pitlochry and Cambridge.

After considering the proposed increases the commission decided that they should be the subject of an investigation under section 4 of the Price Commission Act 1977. The commission has notified the Secretary of State for Prices and Consumer Protection that it intends to investigate the increases.

The effect of the commission's decision is that the increases proposed may not be implemented during the period of the investigation which must be completed by 27 August. However, the commission is able to allow interim increases, and is obliged to do so to the extent to which the safeguard provisions operate.

Price Commission delays increase on magazines

In a Price Commission report published on 23 May the main recommendation is that IPC Magazines Ltd should not be allowed to make increases in the cover price of 26 magazines ranging from 1p a copy on *Woman* and *Woman's Own* to 5p a copy on *Homes and Gardens* and *Ideal Home* – until 31 July. The company originally notified the price increases to come into effect on 1 April. The Price Commission was investigating a price notification made by the company at the beginning of the year. The commission considers that the proposed price increases were greater than the actual movement of costs warranted by April, but by 31 July most of the additional costs will have been incurred. The commission has found that although there were outstanding problems the management of IPC Magazines Ltd in the publishing activity is cost and profit conscious and generally efficient.

It points out, however, that profits by IPC Magazines Ltd – owned by IPC Ltd, which is part of the Reed International group, are required to support other companies in the group. In particular, it is a source of funds for investment by Odhams and other printing companies within the group, but the scale of this investment is still provisional. Should IPC Magazines Ltd notify future increases in prices, therefore, the commission would look for evidence of the progress of this investment.

On the figures available, the commission concludes that even without the price increase the level of cash would allow for the proposed investment to be carried out, although, perhaps, other disbursements might then have to be reduced.

The Price Commission Investigation Report no. 15: IPC Magazines Ltd – Increases in Cover Prices, is available from HMSO (HC 481 ISBN 0 10 248178 4), price 90p.

Proposed acquisition referred to MMC

Secretary of State for Prices and Consumer Protection Roy Hattersley, has decided to refer the proposed acquisition by Hepworth Ceramic Holdings of H & R Johnson-Richards Tiles to the Monopolies and Mergers Commission for investigation and report under the provisions of the Fair Trading Act 1973. The commission is being required to make its report within five months.

The decision to make a reference to the commission does not prejudge the question whether or not the merger would be against the public interest. It is for the commission to report on this after investigation.

Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Letraset International Ltd and J. and L. Randall Ltd.
Bank of Ireland and British Credit Trust Ltd
Linfood Holdings and Wheatsheaf Distribution and Trading.

Secondhand car dealers promise to mend their ways

Two West Bromwich secondhand car dealers, trading as Hill Top Motors of Dial Lane, have promosed the Director the Director General of Fair Trading that they will not continue their unfair conduct towards consumers.

They made these promises only after the director general instituted legal proceedings against them for refusing to give him the assurances. They paid legal costs.

Mr D. J. Hodnett of Wolverhampton and Mrs Margaret E. Sheldon now of Penkridge, Staffs, have both given written assurances under part III of the Fair Trading Act 1973 that they will not continue their unfair conduct. Breaking such an assurance could lead to an order from the courts forbidding a trader to continue the conduct unfair to consumers. Breach of an order could be contempt of court and lay the offender open to a fine or to imprisonment.

Mr Hodnett and Mrs Sheldon are now director and secretary of Sheldon-Hodnett Car Sales Limited, 244a Dudley Road, Wolverhampton.

Lower incomes report published

Effects of the disadvantages in life can be cumulative and there are links between the incidence of low skills, low earnings, sickness, disablement and spells of unemployment. This was among the main findings of the report on lower incomes published on 24 May by the Royal Commission on the Distribution of Income and Wealth.

The report, which covers the lowest 25 to 30 per cent of income recipients, also makes the point that the position is not static and people move in and out of the low incomes category, but it says that those who are today in a low source economic group are more likely than others to have had fathers in the same group.

The report also points out that lack of collective bargaining appears to be an important factor in expaining the low earnings of some groups of workers.

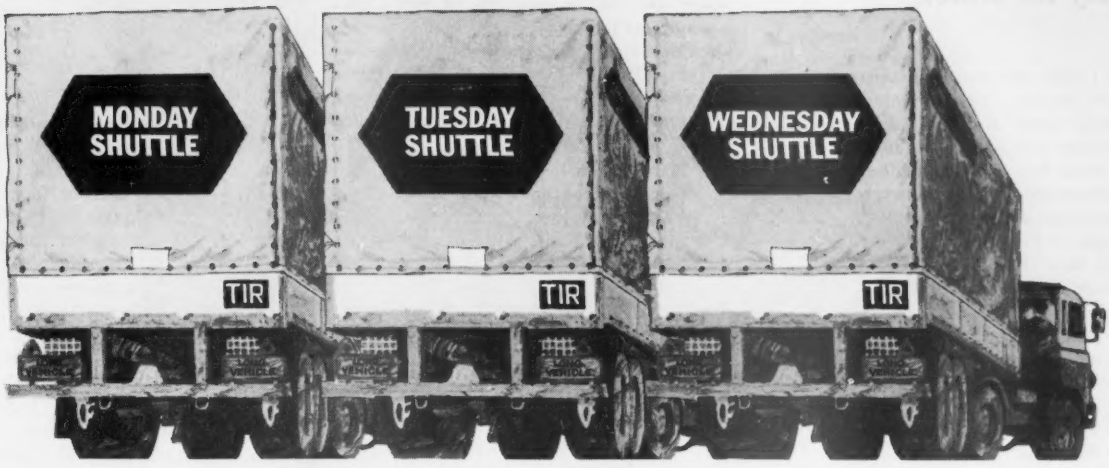
Purchasing power of the lower family incomes (after tax and benefits) grew, the report says, along with that of incomes generally, from the beginning of the 1960s to 1974 in line with the growth of the gross national product – by about 40 per cent. Economic growth was a major factor in this improvement and its resumption – the incomes studied fell in 1975 and 1976 – would permit a resumption of this improvement. The Royal Commission on the Distribution of Income and Wealth report no. 6, 'Lower Incomes', is available from HMSO (Cmnd 7175), price £6.75 plus postage.

Payments on termination of employment

Under a new clause which will be moved in standing committee of this year's finance bill, the tax threshold for payments made on termination of employment would be increased from £5,000 to £10,000 with effect from 5 April this year. The increase will enable workers who receive redundancy or severance payments to accept other jobs without being discouraged from so doing by the prospect of being faced with substantial tax liability in respect of those payments.

Ex-gratia payment

The new clause will also counter a device under which an employee waives his right to commute part of his pension for a tax-free lump sum, draws his pension in full and is awarded an ex-gratia payment of the same amount as the lump sum he would receive (or possibly larger). As the law stands, such an ex-gratia payment is effectively exempted from liability under Section 187 of the Income and Corporation Taxes Act 1970. Subsection (2) of the new clause ensures that it is brought within the charge in much the same way as if it were a payment made on retirement in addition to a lump sum awarded under a superannuation scheme. This provision applies to ex-gratia payments made in respect of employments terminated on or after 17 May.



Holland/Italy service now operating

Euro-shuttle® is a service of Carryfast International

A brand new departure in fast freighting. Five times a week-

GUARANTEED

When you're looking for rapid, reliable export freight services to mainland Europe—Euro-shuttle can deliver the goods.

Guaranteed departures to a published timetable mean no more consolidation delays. Euro-shuttle leaves on time, 5 days a week, full load or not. And a standby shuttle is available for every scheduled service.

Daily Euro-shuttle services will soon be operating between the U.K. and Italy, Holland, Switzerland and Ireland.

Direct Euro-Shuttle links with your local Carryfast International depot put your exports into Europe—*fast.*

EURO-SHUTTLE

We deliver the goods on schedule
Fast and beforemost

Head Office: Exchange House, Exchange Road, Watford, Herts.
Telephone: Watford 46313 Telex: 23992

Post Office changes testing policy for Datel

From 1 July, customers who operate the Post Office's Datel services over leased circuits will no longer need to allocate a telephone-line connection with each Datel modem installation, unless they wish to provide a standby link with the public telephone network for use if the leased circuit develops a fault.

Under the Post Office's existing policy, customers have been obliged to rent a new exchange line for each modem installation. This was to allow Post Office engineers to test the modem from a remote test centre when the customer reported a fault.

However, statistics have shown that Post Office modems are now so reliable that breakdowns are rare and if there was difficulty the Post Office has found the fault usually lay elsewhere – either in the computer terminal (which is the customer's responsibility) or on the circuit.

Under this new policy, if a customer reports a fault thought to be in a modem, a Post Office engineer will visit the installation. If the Post Office equipment is shown to be working correctly, the customer may be liable for cost of the visit, which might have been avoided with a remote test over a phone line. The extra time needed to make on-site visits may also mean that, in some cases, faults could take longer to clear.

Datel users with an exchange line or PBX extension provided for test purposes under existing policy, who now wish to give up this line, should contact their local telephone area office, asking for 'sales, special services'.

Fishing industry safety group meets

There is still a number of fishing vessels which are failing to come forward for survey, noted the fishing industry safety group on 19 May.

The group was taking note of part of the report by the trade and industry subcommittee of the House of Commons Expenditure Committee, dealing with the implementation of the Department of Trade's safety regulations for inshore fishing vessels. The group endorsed the report's conclusion that the survey arrangements are now working satisfactorily.

The owners of the unsurveyed vessels will be finally warned by the department regarding the requirements of the safety provisions.

The group agreed that regular position reporting by inshore fishermen should be examined in depth by a sub-group and it took the view that until a satisfactory cost-effective device had been developed, the mandatory carrying of emergency position indicator radio beacons could not be justified.

Attention was also drawn to the need for strict observance of the traffic separation scheme in the Dover Strait.

Protection of Wrecks Act

The Secretary of State for Trade has made an order, which came into force on 26 May, under the Protection of Wrecks Act 1973, designating as a restricted area all within 75 m of the site off Langdon Bay, Dover, where the wreck of a vessel of historic interest is believed to lie on the seabed at latitude 51° 7′ 36″ north longitude 1° 20′ 48″ east.

Within the designated area, it is an offence to interfere with the wreck or to carry out diving or salvage operations without the authority of a licence granted by the secretary of state.

The designation order has been made without prior advertisement as a matter of immediate urgency but it may be revoked or amended in the light of representations received. If any person or body wishes to make representations in this matter they should write to the Department of Trade, Marine Division, Branch 1C, 90/93 High Holborn, London WC1V 6LO, by 30 June.

Energy supply worries inhibit growth – new paper

Doubts about the availability and price of energy supplies are factors contributing to the slow rate of current world growth, says a discussion paper prepared by the Department of Energy and published for the Energy Commission on 24 May.

The document says that investors are reluctant to take decisions needed to stimulate productive investment and growth. This in turn is due in part to a lack of confidence in the future energy situation and to doubts as to whether the availability of energy supplies, or the prevailing price of energy, will either directly restrict growth or lead to renewed inflation.

The world has not yet adapted fully to the higher cost of energy supplies following the 1973-74 oil crisis, says the paper. Adaptation will require a collective commitment by the industrialised countries to achieve both a higher level of energy conservation and the enhanced production of alternative forms of energy. Other countries, particularly the oil-exporting countries, carry much of the responsibility for ensuring that the transition to higher energy prices is achieved gradually.

Examining the UK's role, the paper says that it might seem to some that it will be in the UK's interest to see the price of energy rise since it will soon be a substantial trader in energy. The paper believes that this would be a narrow view of the future for two main reasons: first, the period of self-sufficiency will have passed by the end of the century and the UK will again have a direct interest in importing that energy at the lowest cost, while at the same time ensuring sufficient funds to sustain longer term investments; secondly, and more important, the UK has an interest during the period ahead in maintaining the highest rates of world economic growth because of the consequence for non-energy industries.

'International Energy Questions', Energy Commission Paper no. 13 is available from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211-3394.

UK 'slow but sure' on nuclear energy – Cunningham

Unlike some industrialised countries with few indigenous resources of fossil fuels, the UK has not had to plan for any very dramatic increase in the use of nuclear power in the near future, said Dr John Cunningham, Parliamentary Under-Secretary of State for Energy, on 23 May. 'The United Kingdom's approach to nuclear power may be described as "slow but sure" ', he expained in an address to a London conference, 'Nuclear Exports and the City', organised by the British Nuclear Forum.

'This had helped to ensure that the development of nuclear power had not outstripped broad public acceptance and understanding of what was involved, although there might always remain some who were firmly opposed to nuclear power.

'Indeed, caution has sometimes been mistaken for procrastination. But developments over the past few months – an order for two further advanced gas-cooled reactor stations as soon as possible, and a government endorsement of the CEGB's intention to order a pressurised water reactor station – set the record straight.'

Looking to the future, Dr Cunningham said that the recent thermal reactor decision laid a firm foundation for the expansion of nuclear power which this country was likely to need in the 1990s. 'Forecasts in the recently published green paper on energy policy suggested that some 35 Gigawatts (GW) of new nuclear plant might be needed by the end of the century. This rapid expansion was a consequence of the expected growth in energy demand, the decline in supplies from the North Sea, and the increasing price and scarcity of oil worldwide.

'The green paper forecast is only one of many that might be made – and certainly implies no firm commitment at this stage. But it does indicate the nuclear capacity our industry and utilities may need to achieve as an insurance against a shortage of energy in the UK.'

On the international prospects for the nuclear industry, Dr Cunningham said that economic growth might falter and nuclear programmes slip, but there could not be much doubt about the underlying trend. This worldwide trend clearly offered an opportunity for British industry to develop its business in overseas markets.

But, he explained, in March 1976, the then foreign secretary, Mr Callaghan, had said that the government's first consideration in nuclear exports were the provisions of the non-proliferation treaty, the Euratom treaty, and whether or not the prospective customer had concluded a safeguard agreement with the International Atomic Energy Agency. More recently, he added, the UK had succeeded, with other member states of the Nuclear Suppliers Group, which included the United States, the USSR, Germany and Japan, in drawing up guidelines which formed a minimum agreed standard for ensuring that exports of nuclear equipment and technology were used for peaceful purposes only.

'I believe that nuclear exports will only be

A rivet or the annual accounts. We treat them all the same.

Because we realise that whatever you send may be vital. So you want to get it to the right place, on time. Datapost does it – reliably.

And because we realise that urgent consignments are often unforeseen, we developed Datapost D, an 'on demand' service. Contract into the scheme for an initial £10 fee, and the resources of a nationwide network of over 300 posting points, with specially trained staff, are at your disposal.

And of course there are scheduled Datapost contracts for regular deliveries of items up to 20 kg (10 kg for Datapost D). Delivery is normally by 09.30 hrs. the next morning.

From urgent vaccines to machine parts, throughout the United Kingdom and into international markets, Datapost delivers the goods.

For full information about Datapost, fill in the coupon – now.

To: JOHN DALEY, FREEPOST,* ROOM 446, POSTAL HEADQUARTERS, ST. MARTIN'S-LE-GRAND, LONDON EC1B 1HQ. (*No stamp required in UK)

☐ Please send me details of the Datapost services.

☐ Please arrange for a Postal Services Representative to telephone me to discuss Datapost.

☐ Please put me on the mailing list for Posthaste, the Datapost magazine.

Name

Position

Company

Address

Postcode Tel. No:

datapost
A ROYAL MAIL SERVICE

acceptable if it is abundantly clear that we are making every effort to minimise the possibility of their diversion and illicit use.' But he believed there would still be very good opportunities for the British nuclear industry overseas.

Energy conservation in distribution operations

A one-day conference, 'Energy Conservation in Distribution Operation', has been arranged by European Study Conferences on Monday 26 June, at the Hilton Hotel, London.

The conference has been designed to outline some of the practical results and savings which have already been made, and which are being developed, to maximise the efficiency of energy in transport and distribution operations. Dr John Cunningham, Parliamentary Under-Secretary of State for Energy, will be present at luncheon.

For further details, contact European Study Conferences, Kirby House, 31 High Street, Uppingham, Rutland LE15 9PY, tel. Uppingham (057 282) 2711.

Official appointments

Electricity Consultative Council. Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Patrick Bourke, John Bradbeer and Mrs Clarice Brown as members of the Southern Electricity Consultative Council until 31 August 1980, and John B. Impey, Mrs Avril Law and Councillor Peter Rollin as members of the Eastern Electricity Consultative Council until 30 November 1980.

Gas Consumers' Council. Roy Hattersley has appointed Councillor Mrs E. Medforth as a member of the North Eastern Gas Consumers' Council until 28 February 1981, and Councillor T. M. Bisland as a member of the Northern Gas Consumers' Council until 31 March 1980.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the dates specified.

12 May 1978

1187968 EMI Ltd
Apparatus for moulding gramophone records
1317553 EMI Ltd
Improvements relating to apparatus for generating an image of an object
1466365 EMI Ltd
Improvements relating to substantially stoichiometric vanadium tetroxide
1476627 EMI Ltd
Improvements in or relating to flash trimmers for gramophone records
1375268 International Standard Electric Corporation
Switching system order distributor
1447713 International Standard Electric Corporation
A control arrangement for time-division switching network
1336069 Iddon Brothers Ltd
Improvements in rolling mills
***1352806* Societe Anonyme Automobiles Citroen**
Improvements in disc brakes especially for automobiles
1418553 James Barnett
Improvements in or relating to electric cookers
1423381 Haddon Engineering Company Ltd
Golf-ball pick-up device

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patent form no. 45 within two months after the date of endorsement.

I. J. G. Davis, Comptroller

Letters to the editor

Letters to the editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, LondonSW1H 0ET, and *not* to HMSO

New company for Cleator Moor estate

Anchor Extrusions Ltd is to occupy an advance factory of about 2100 m² built by the English Industrial Estates Corporation on the Cleator Moor industrial estate, Cumbria.

A subsidiary of J. T. Leavesley of Alrewas, Burton-on-Trent, Anchor Extrusions will use the premises for the production of a range of aluminium extrusions including such items as greenhouses, window frames, double-glazing, road transport sections, ladders, cabinet handles, trays and trolleys. The company expects to employ about 120 people when full production is reached. The Department of Industry has already authorised an immediate extension to the premises of about 800 m².

WEMBLEY AUCTION SALES 1978

6 June 1978

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Stores *India Pavilion* Exhibition Grounds *Wembley, Middx.* Tel. 01-903 2508
Description of Goods:	Miscellaneous office equipment and furniture etc. *(Potential buyers are* advised to refer to the official catalogue available from the auctioneers, price 20p.)
Auctioneers:	Messrs Hollingsworth Westcombe House *56/58 Whitcomb Street* Leicester Square *London WC2H 7DR* Tel. 01-893 1875

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p

Government sales

10 June 1978 – Furniture

Location
Roman Way Camp, Berechurch Road, Colchester, Essex

Auctioneers
Fenn Wright Garrod Turner, *146 High Street, Colchester (0206 46161)*
The sale consists of mainly small or single item lots of furniture.

13, 14, and 15 June 1978 – Vehicles

Location
Ordnance Storage and Disposal Depot, Ruddington nr Nottingham

Auctioneers
Walker Walton and Hanson (Dept L), *Byard Lane, Bridlesmith Gate,* Nottingham (0602 54272)
Over 1400 lots including Morris 1000 saloons and Travellers, Austin *1800s, Ford Escort and Granada* Estates, Landrovers, Bedford and BMC minibuses, Bedford trucks, Austin 1 ton signals vans. Road and factory trailers, Bedford coaches. Cranes by Jones, Coles and Iron Fairey. Fork lift trucks by Hyster and Coventry Climax. Massey Ferguson tractors and many other items.

Catalogues, which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks *before and up to the day of the sale*, price 40p, postage 15p (postal orders only).

WDA to build 85 advance factories . . .

Welsh Development Agency proposals to build 85 advance factories throughout Wales have been given the go-ahead by Secretary of State for Wales John Morris.

Twenty of the factories will be built in Cardiff in a drive to attract new industry to the city to provide jobs for those out of work through the early closure of the East Moors steelworks. The factories, which will provide about 250 000 sq ft of space and will be capable of supporting 500 jobs initially rising to 1000 in three years, are being built with a special allocation of £4 million from the government.

The other 65 factories will be built at 21 sites throughout north and south Wales and will provide nearly 400 000 sq ft of space. The factories are being built to meet an upsurge in the demand for industrial premises and to meet special job needs in the Rhondda, Briton Ferry and on Deeside.

The sizes of the Cardiff factories will range from 50 000 sq ft to a number of units of 5000 sq ft while of the other factories 17 units will be of 25 000 sq ft or 10 000 sq ft and the rest ranging from 1500 sq ft to 5000 sq ft.

. . . and Wales presentation *attracts 90 Japanese*

More than 90 Japanese businessmen attended a presentation and luncheon which was organised by the Development Corporation for Wales at Barrington House, London, on 24 May.

The presentation was the latest in the development corporation's industrial promotional programme designed to attract overseas investment to Wales.

Businessmen, representatives of leading Japanese banks, commercial houses and manufacturing companies attended the presentation when the principal guest was Mr M. Kawai, president of the Japanese Chamber of Commerce and Industry in the UK.

The presentation was part of the development corporation's drive to attract new foreign investment to Wales. Within the last year it has met with considerable success, particularly in the United States, West Germany and Scandinavian countries.

In November, the development corporation will be sponsoring another three-week trade mission to Hong Kong and Japan. A similar mission in October last year returned with more than £1 million in firm orders with the prospect of at least a further £1 million during the ensuing 12 months.

Tri-lingual Lancs

Over a dozen potential development sites are listed in a new English/French/German leaflet, just published by the North East Lancashire Development Association from whom copies are available on Burnley (0282) 37411.

Selling Britain

Just as the British Tourist Authority sells tourism in Britain, the less-publicised Invest in Britain Bureau (IBB) sells industry. A considerable campaign to persuade foreign industrialists to come to the UK to set up their factories has been carried out over the past few years. John Bentley reports on a typical sales effort in Switzerland last week.

Four customers on the first day of an exhibition may not sound very much, but when the four concerned will possibly be spending millions of pounds in the UK in the next few years, creating jobs and reducing imports, their significance is considerably enhanced.

This was the Inter Idex exhibition, held in Basle from 23 May to 26 May, where industrialists from all over the world came to see what 17 exhibiting countries had to offer in the way of sites, workforce and incentives.

Britain had the biggest stand, run by the Department of Industry's Invest in Britain Bureau with 13 regions and towns represented under the overall Invest in Britain banner. Although there were relatively few visitors during the four days, the quality of the inquiries received was high.

Potential investors visiting the 'Invest in Britain' area were encouraged with the message that all the signs point to the 1980s as the beginning of a period of continuing growth and prosperity in Britain. The British economy is on the right course; inflation is now under control; and North Sea oil presents the country with a golden opportunity to increase the efficiency, profitability and international competitiveness of British industry right across the board.

Britain's strategy is to give industry's requirements priority over all other objectives, social or otherwise, and a healthy return on capital is accepted as essential for sustained investment. North Sea oil plays an important role in this strategy; for it will not only make Britain self-sufficient in energy by 1980 but also increase the country's gross national product by 4 to 4½ percentage points per annum It will help keep Britain's balance of payments in credit well into the 1990s and contribute substantial amounts of revenue to be employed in improving the country's industrial base.

Foreign-owned firms in Britain are treated exactly the same as British firms, so that the opportunities and investment incentives are open to all; this point was made very clear to all intending investors.

Invest in Britain seminar

Coinciding with Inter Idex was the fifth Invest in Britain seminar organised by IBB to outline prospects for investment in the UK.

Alan Williams, Minister of State for Industry, started off the seminar, which was attended by more than 100 invited guests, by making it clear that the British were not there to take jobs away from Switzerland. The idea was that if firms were thinking of expanding overseas, then the seminar would help to persuade them to come to Britain.

Already, in the first day and a half of the exhibition, there had been eight serious inquiries received, which were liable to result in increased jobs in the UK.

Many Swiss companies in UK

Mr Williams said: 'There are already many successful Swiss companies operating in the United Kingdom. Many of them are household names. But we would like to see more. Now is the time to consider either new investment, expansion or diversification into other products in the UK. Britain has a strengthened financial base; a more stable pound; our balance of payments constraints have been eliminated and we have North Sea oil.

'Do not let Britain's industrial relations reputation deter you,' he continued. 'The allegedly bad reputation is not true. By 1976 Britain was among the best countries in the world in respect of disputes. The record of foreign firms in the UK is one of peaceful industrial relations and good productivity. This has been proved by independent surveys carried out by the German Chamber of Commerce in London and the Nordic Bank.'

Four ways to spend money

Mr Williams went on to state that by the mid-1980s, North Sea oil would be adding about £6 billion a year to the UK's revenue. 'We intend' he said, 'to use this money wisely to secure our alternative energy base for the future and to revitalise Britain's industry. We will spend this money in four main ways.'

'First, more resources will be devoted to industrial investment to re-equip our industries, so that they can meet the international competition of the next 20 years and provide new jobs. The government's role in this will be through the system of investment incentives, selective assistance and the work of the National Enterprise Board and its associated development agencies. But, despite this massive government contribution, we foresee most of the new investment being financed by industry itself as confidence is renewed in Britain's future and its improved economic stability.

'Secondly, we will devote more funds to developing and exploiting new energy resources.

'Third, the government intends, as indicated in our latest budget, to reduce the level of personal taxation so as to increase take-home

UK exhibitors at Inter Idex

- Wansbeck District Council
- North East New Towns
- Staffordshire Development Association
- Industrial Development Organisation for Northern Ireland
- Modern Materials Management Ltd
- City of Sheffield
- Scottish Development Agency
- Kent County Council
- Nottinghamshire County Council
- City of Bristol
- Borough of Wrexham Maelor
- Yorkshire and Humberside Development Association
- Greater London Council/Docklands Development Team

Half in the picture?

Keep yourself fully briefed. Get to know the facts. Every Friday, *Trade and Industry* brings you up-to-date information – on industry and commerce.

If you're not reading the current copy of *Trade and Industry* you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.

Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of *Trade and Industry*.

Ring our Circulation controller on 01-215 5021 and ask about an additional subscription. Or simply clip the coupon on our Reader Services page towards the end of the magazine.

pay and the incentive to work hard and well. We see this as an important contribution to steady and consistent growth in the economy which will reinforce industry's confidence to invest.

'Fourth, some of the money will be used to rebuild the inner cities, train and retrain more people to equip them with new industrial skills, and to improve our social services.

'But there is no doubt in our minds that industry must continue to have priority and that the lion's share of the new revenue must go into industrial investment.'

The minister then announced that he had invited a high-level Swiss inward mission to come to the UK between 8 and 10 November and that almost all the companies invited had accepted. They will be representative of the major Swiss banks and industrial companies and will be led by the chairman of Ciba-Geigy, Dr L. von Planta, who is also head of the Swiss Industries Association.

Later speakers at the seminar included John Miller, national secretary of the Transport and General Workers' Union, who explained in detail how UK industrial relations worked. Mr Miller's interests are wide, but his specialisation is in the chemical industry, which is important to the Swiss.

On investment, he said he felt there was not sufficient investment in the UK since leading British chemical firms believed their interests were best served by multinational operations. British trade unionists would prefer investment opportunities to be evaluated on a broader basis which they felt would be more directly beneficial to the UK, he said.

Mr Miller pointed out that overseas companies could do well to seriously consider investment in Britain with its internationally competitive labour costs and growing consumer market.

John Loder of IBB then filled in much of the detail of the UK's incentives for businessmen in the assisted areas. 'Within the community,' he said, 'the European commission does not allow anybody's aids to be very much more generous than others. But they do allow the form of the aids to be designed to the needs of the country. Our aids are designed to meet the needs of structural industrial change. Therefore, our aids are front-end loaded and they are unique in this respect. They provide finance when it is most needed at the start of a project and because of this cash flow is optimised. An independent international study has shown that the UK's package of financial incentives are, with the sole exception of one other small country, the best in the world.'

UK experience

As in the case of other seminars, held this year in Paris, Oslo, Stockholm and Copenhagen, a representative of the country concerned spoke about his company's experience of working in the UK. In Basle, it was a senior Swiss industrialist, Dr H. Schramek of Ciba-Geigy Ltd.

In the first two days of Inter Idex there were firm new inquiries from French, German, Belgian, Italian and American companies dealing with textile, computer technology, medical and electrical industries. All are regarded by IBB as likely to invest in Britain fairly soon.

Some Swiss companies who have invested in the UK

British Manufacture and Research Co Ltd
Part of the Oerliken Buehrle Group; had a turnover of some £22 million in 1976 and employs some 1000.

Ciba-Geigy
Operations in the UK form a significant part of the company's international chemical enterprise. UK group had a turnover of £253 million in 1976.

Sandoz Products
Manufacturers of dyestuffs and chemicals. Established in the UK at the turn of the century. The company employs some 700 people at its Leeds factory.

Findus Ltd
Since 1975 this company has been a wholly owned subsidiary of Nestle. Although originally concerned with manufacture of fish fingers it has now expanded its activities to include the processing and freezing of vegetables. Nestle also has a company manufacturing under their own name in Northern Ireland. It presently produces dried evaporated and condensed milk and is undergoing a development programme valued at £2 million.

Roche Products Ltd
Has plants in Ayrshire, Dunstable and Welwyn for the manufacture of pharmaceuticals.

Star Aluminium Co Ltd
One of the UK's principal manufacturers of aluminium foil and semi-manufactured products it is part of the Swiss Aluminium Group. Established in Wolverhampton in 1933, the company has since expended with additional manufacturing facilities at Bridgnorth and is now nearing completion of a £9 million modernisation programme that was started in 1972.

Diserens
This company, which has 60 employees, came to the UK in 1972. It is engaged in the manufacture of cold stores and controlled atmosphere stores. Turnover for 1978 is likely to be £1.2 million with the result that it is planning to double the size of its East Kilbride plant.

Brown Boveri
In 1974 Brown Boveri took over George Kent Ltd a leading company with worldwide representatives in the instruments and measurement field. As a result of re-investment and rationalisation it has been possible to reduce the number of employees from 11 000 to 6000 at the same time as raising sales to an expected £70 million for 1977.

Societe Internationale Pirelli
At the present time company has four plants in the UK employing some 1300 people in the manufacture of cables, tyres, footwear and general rubber goods.

Georg Fischer
Its main UK subsidiary is Georg Fischer Castings Ltd, manufacturers of malleable cast iron fittings for pipes. The company is responsible for the employment of some 1000 people in the Bedford area. Georg Fischer also has a plastics and a steel stockholding company in the UK.

Landis and Gyr
UK subsidiary established in London in 1912. The firm produces electricity meters, comfort controls and counting machines. Current turnover is some £15 million and it employs some 1050 people. A new 11 000 m² factory is being built in order to enable increased production.

Finally, the regions of Britain, their characters and advantages, were outlined by Patrick Watson of the Yorkshire and Humberside Development Association. Questions at the end of the seminar were fielded by all the panel of speakers and all those who attended will be sent a transcript of the entire proceedings in due course.

Following the leads

As always with meetings and exhibitions of this kind, the results will probably not be known for months or even years, but the IBB and the commercial staff in Switzerland will be actively following the leads gained at Basle for months to come.

New publications

Statistics: getting to the official source

Official statistics are produced in two ways. They are either the result of a conscious attempt to collect them, or they are a by-product of some administrative process. It is necessary to state the obvious to remind ourselves that the major problem, as far as many desk researchers are concerned, is to trace statistics that are known to be published. Good examples of the obscure are two tables tucked away at the back of the *Registrar General's Weekly Return for England and Wales*, which provide meteorological information including air-pollution figures obtained at Kew Observatory.

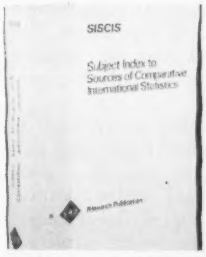
It was long recognised that a detailed guide to UK statistical sources was vital to their adequate exploitation, and publication in 1976 of the 'Guide to Official Statistics' allowed the tracing of far more recondite sources than the example quoted. The first edition of this work was greeted with considerable praise, winning the Besterman medal 'for an outstanding bibiliography or guide to the literature' and was reviewed in *Trade and Industry*, 10 December 1976, page 729.

Some minor improvements have been made in the new edition – by placing the alphabetical keyboard index at the very end of the volume where it can now be easily found, for example. At the same time, since the material for the guide is held on computer,it has been updated continuously since the first edition was published.

This major reference book is, rightly, regarded as an important development in the service provided by government to potential users of its statistics.

Guide to Official Statistics No. 2. Central Statistical Office. Available from HMSO. vi, 1978. vi, 413 pages; paperback £8.25 (ISBN 0 11630165 1).

. . . and the published source



Use of published sources of statistics has been limited hitherto by the sheer volume of material issued, and the lack of indexes and guides to specific tables in the various published compendia. Those few experts who used statistics on a daily basis were frequently able to advise on likely sources for given data, but even they were constrained by their day-to-day experience, often working against the clock. So the appearance of a detailed subject index to over 53 000 entries extracted from 358 publications is an important event to all statisticians, economists, businessmen and market researchers.

This new publication has been dubbed with the acronym Siscis (subject index to sources of comparative international statistics), an abbreviation that is likely to become very familiar to all in the fields mentioned. It is not too strong to say that this work will revolutionise the exploitation of the statistical publications that it indexes, drawing attention to obscure or unlikely sources, and undoubtedly broadening the range of publications used by the desk researcher.

Compilation of this index was carried out by Frank Pieper with the financial support of the Social Science Research Council at the University of Warwick, using computer programs made available by Loughborough University. In his introduction, Pieper notes that 'as far as possible sources giving a wide international coverage of comparative data' are included, 'currently appearing on a regular basis', though some occasional reports are also indexed where their contents were known to be not easily available elsewhere. Of course, this means that individual national statistical series are outside its scope. But the improved access it provides to international publications makes it indispensable.

The index is, in fact, excellent value and deserves the widest distribution. It is clearly going to quickly become one of those publications that many researchers, librarians and users of international statistics wondered how they ever managed without.

Subject Index to Sources of Comparative International Statistics. Compiled by Frank Pieper. xxii, 745 pages. CBD Research Ltd, 154 High Street, Beckenham, Kent. 1978. £52.50 (ISBN 0 90024623 5).

Key to Eurostat

Although the broad approach to the publication of EEC statistics has been established for some time now, constant additions and changes in detail have made the use of statistical publications issued by the Statistical Office of the European Communities (Eurostat) confusing to occasional users. Both the novice and the professional desk researcher, therefore, will find valuable a curiously little-known, free journal. This is *Eurostat News*.

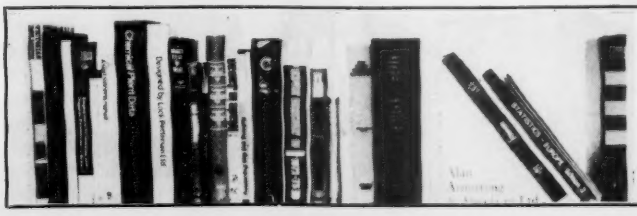
The publication is normally presented in three sections. First comes news of recent developments as far as Eurostat is concerned, including not only developments in statistics but also staff appointments and occasionally short general articles. There follows details of new Eurostat statistical publications, and finally a longer article. In the issue for the first two months of 1978, for example, this longer article was a 'Social review of the European regions'.

Modestly reproduced from typescript, but with a familiar Eurostat printed cover, *Eurostat News* should be seen by all users of EEC statistics.

Eurostat News. Statistical Office of the European Communities. Boîte Postale 1907, Luxembourg; paperback available free (ISSN 0378 4207).

A library for exporters

Trade and other economic statistics from almost every country in the world, including the UK, are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 368/369, telex 886143 (DTI Export LDN). A modern well-equipped library of over 100 000 volumes, it has a public reading room equipped with microfiche readers and photocopying facilities. Among the documents available are foreign trade directories covering some 170 countries and selected trade fair catalogues. The library is open from 09.00 to 17.30, Monday to Friday (last passes for the building are issued at 17.15).



The books reviewed above – and many other business books are available immediately from stock at these booksellers.

THE BUSINESS SCHOOL BOOKSHOP
Sussex Place, Regent's Park, London NW1 4SA 01-723 3902

ALAN ARMSTRONG ASSOCS LTD, BOOKSELLERS
12 Castle St, Edinburgh EH2 3AT 031-226 4201

New products

Automatic paint-sprayer for complex components

A horizontal-traverse painting machine from Berridge Engineering is equipped with a spray gun that can be tilted through 90° in any plane at either end of the stroke to provide complete coverage without the need for duplex fixed guns with their associated feeds and controls.

The AHT model has been designed primarily for use in automatic paint-spraying processes, including those employing conveyor lines. The unit can be modified to include electronic scanners and measuring or recording devices and can be used in general production, research or quality control for applications requiring traverse strokes between 610 mm and 9.15 m.

Power for the traverse is provided by a 1.1-kW electronic motor and is transmitted to the final drive chain through a hydraulic pump, hydraulic motor and reduction gearing. An air-actuated unit attached to the traverse arm tilts the spray gun through any angle up to 90° in any plane and is controlled by pre-set stops. Compound angular tilts for dealing with intricately shaped components can be achieved by using multiple units and special control systems.

The equipment is claimed to be safe for all types of paint spraying including paints with highly flammable solvents.

Further information: circle 650

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Sweets machine prevents paper waste

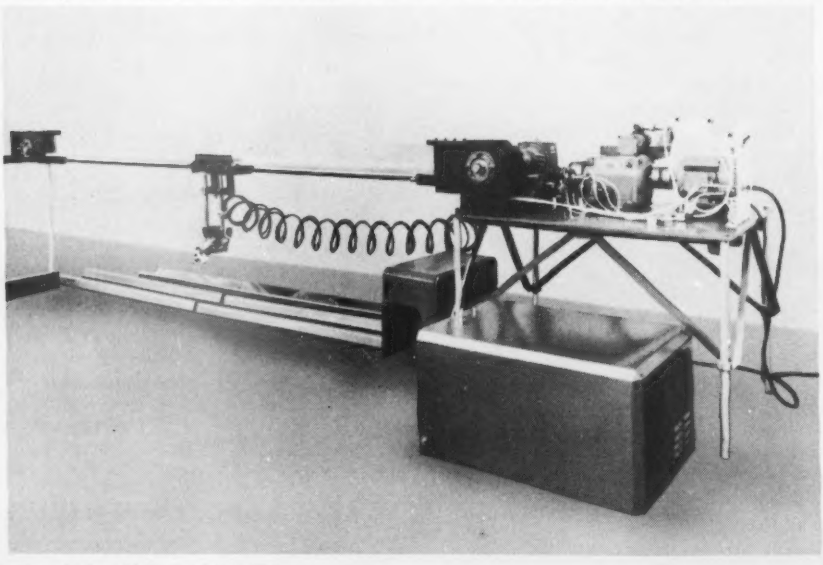
Waste of wrapping paper is prevented with a confectionery stickpack machine introduced by Rose Forgrove Ltd. The ruffle-free paper system also prevents the machine being despoiled by unwrapped products. The RF 342 is a stickpacker which produces turned-under or end folds on individual pieces. The pieces are then sorted into the required number and over-wrapped with double point end folds, lying flat.

Other important features incorporated in the design include complete mechanical synchronisation between the individual piece wrapper and the stickpack section, positive collator operation through individual control of each sweet, automatic heater retraction when the machine stops and simple cleaning and maintenance.

Output is up to 650 pieces/min. Both stickpack length changes and alterations to individual piece size can be made by size change parts and adjustments.

Further information: circle 651

The spray gun of this horizontal-traverse painting equipment manoeuvres to provide complete coverage on complex components without the need of duplicating guns, controls and feed lines.



'All-round' antenna

International Seahawk marine television antenna, from Aeranamics Electronics is designed for use on ocean-going vessels to operate anywhere in the world where tv reception is available.

Unlike conventional tv antennas which have to be pointed towards the transmitting station, this one is multi-directional and, when fitted to a ship's mast, will receive transmissions constantly, no matter how many times a vessel changes course.

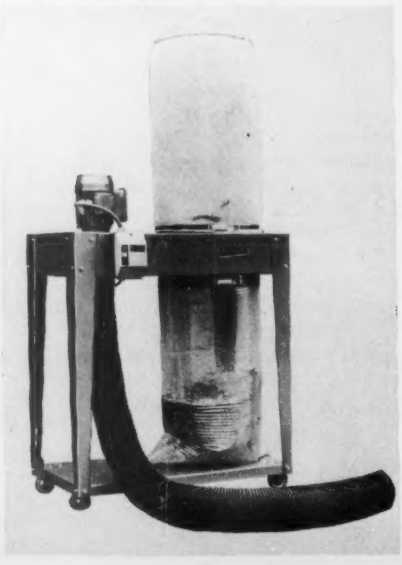
Made from pvc, the aerial has a filling of high density polyeurethane foam and incorporates a built-in high gain signal amplifier for reception far out at sea.

Further information: circle 652

Unit extracts wood dust

Suitable for most types of woodworking machinery, a robust dust-extraction unit has been developed by Multico Co Ltd of Redhill, for the small joinery workshop where space is limited. Adaptors supplied are suitable for 125 mm and 75 mm connections. Of rigid steel construction and fitted with castors for mobility, the unit is powered by a fully enclosed 560 W fan-cooled electric motor. Two versions are available for three-phase or single-phase power supply. Suction rate is 15 m^3/min and the collection bag holds 0.1 m^3. Packed weight is 57 kg.

Further information: circle 653



Technology news

Next century's coal might be deep-mined beneath North Sea

Man-made islands, or even submarine bases many kilometres out into the North Sea, could conceivably be the coalmines of the next century. Dr Joseph Gibson, the National Coal Board's member for science, and Dr John Whitehead, of the NCB's Coal Research Establishment at Cheltenham, believe that the vast tonnages of coal required for conversion after natural oil and gas ran out – over 200 million tonnes a year in the early part of the century and increasing – might create such environmental resistance that a switch would have to be made from mining on land to the significant reserves of lignite and bituminous coals found in seams up to 15 metres thick, at between 600 and 3000 metres down, during North Sea oil-drilling operations.

They told the Association of Mining, Electrical and Mechanical Engineers' conference on the recovery of minerals from the sea bed on 17 May that, even if the demand for coal were to be met from land bases, it was likely that mining would have to be at a depth too great for men to work. The unmanned mining techniques that would, therefore, have to be developed could equally be put to work under the sea.

Boosted ventilation

Extending offshore mining, carried on at present 8 to 10 km out under the sea, would require specially boosted ventilation up to 11 to 13 km, and beyond that a controlled recirculation system and complete mine environment monitoring to penetrate 25 km horizontally. In what they admitted was a speculative review of possible operations in which they themselves were not expert, but hoped to stimulate others who were, the authors contemplate new technology alternatives to extending, say, 80 km from a land base.

New techniques had been the subject of an NCB study group, and a team had now been set up to consider some of them in more detail and to promote research and development to bring them to a practical stage for when they were needed. All the decomposition processes would benefit by breaking up the coal seam in advance. Here techniques could include horizontal boring, fracturing by water pressure, chemical explosives or the use of nuclear explosions.

Extraction process

Pumps and compressors at the sea surface would inject extracting solvent and drive the products to the surface under pressure. The voids left by the exhausted coal could be collapsed by controlled subsidence, or flooded with water. Whatever the extraction process used, it would be logical to provide at-sea facilities for generating power for the mining operation and – to reduce transport costs to land – means for refining the coal products.

Combining the mining operation with other energy-producing or energy-consuming operations would have advantages – for instance a 'coalmine' next to a nuclear power plant, ensuring abundant supplies of power and heat for mining and a remote 'safe' site for the nuclear facility.

The authors concluded that the subject of mining coal from under the North Sea must be highly speculative at this time. Present knowledge and prospects were on a par with the North Sea oil and gas situation in the '50s. The NCB's plans for coal up to the year 2000 could be achieved, but the years beyond were less certain. Among others, novel in-situ methods of extracting energy from coal must be seriously studied and a coal industry working group recently recommended such studies.

GMAG calls for continuing rigorous assessment of lab conditions

Possible risks of gene cloning experiments are the subject of lively debate and although there is no present evidence that hazards exist, continuing rigorous assessment of laboratory conditions is essential, says the first report of the genetic manipulation advisory group (GMAG) published on 18 May.

In a foreword, Shirley Williams, Secretary of State for Education and Science, recalls that in 1976 the government announced that they had accepted the general principle of the report of the working party on the practice of genetic manipulation and were confident that scientists in the United Kingdom would welcome the opportunity to co-operate in a scheme on the lines recommended, which would be voluntary in the first instance. This first report by the group records the successful introduction of the scheme.

In the period under review, the group has been considered under interim arrangements, genetic manipulation experiments. Several commercial-in-confidence proposals have been considered under interim arrangements which will be reviewed in 1978.

For the future, the group anticipates a continuing need – at least in the short term – for a central focus for advice and consultation on genetic manipulation in the UK. Although the load of routine applications has recently been levelling off, much time is still taken up with discussion of general considerations. GMAG will be turning its attention particularly to new tools and techniques which are being developed, novel vector-host systems which offer greater scope for biological containment, and the issues surrounding the use and exploitation of the products of genetic manipulation – in both laboratory and commercial fields.

Genetic Manipulation Advisory Group Annual Report (Cmnd 7215) is published by HMSO, price £1.60

Taking the backache out of work

Research into one of the world's most common complaints, back trouble, is being undertaken at the University of Surrey.

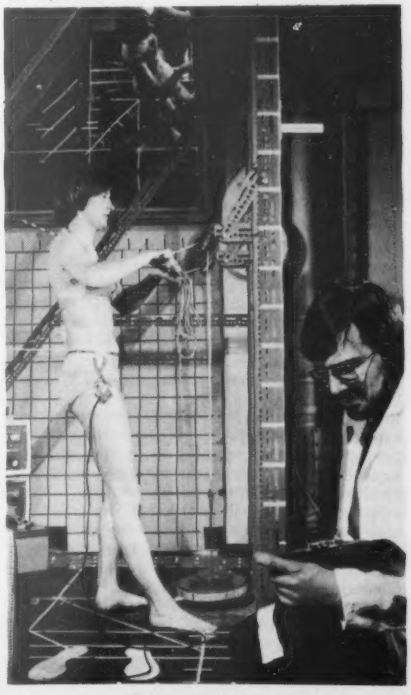
A tiny pressure-sensitive radio transmitter, fully calibrated in a special pressure pot at 37° C, is swallowed by a human 'guinea pig' 15 minutes before tests take place. This ensures that it is in the right position internally. The frequency output of the radio transmitter 'pill' has a linear response to abdominal pressure changes when the subject lifts, pushes and pulls and the waist aerial picks up these signals. They are then relayed to a chart recorder via a receiver.

Short rods attached to the back are markers that, when used in conjunction with an overhead mirror and a calibrated floor and wall in the test structure, assess the angle of the spine and the degree of flexing or extension during the lifting exercises. Analysis of the data gathered in this way gives the weights that can be lifted safely by the subject in standing, sitting or crouching positions.

The research, commissioned by the Post Office, is designed to determine how back aches and injuries to the human trunk occur through lifting and handling operations. Ultimately, it will help to make jobs less dangerous and help the university team to make recommendations to future equipment designers and builders.

The university is also currently doing tests for the European coal and steel community looking into handling procedures, particularly in mining.

A young woman 'guinea pig', with rods attached to her back and wearing an aerial around her waist, tugs at weights during tests into common back problems.



Parliament

Monday, 22 May

Bank loan guarantee scheme
Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what studies the government was carrying out of the proposal for a bank loan guarantee scheme for small and medium-sized companies.

Mr Cryer said that the need for a loan guarantee scheme for small and medium-sized companies was currently being examined by the NEDC committee on finance for industry chaired by Lord Roll (the Roll committee), and proposals for such a scheme were among the topics being considered by the Wilson committee in the part of their inquiry relating to the financing of industry and trade. The findings of these committees on the loan guarantee scheme would be examined by the Chancellor of the Duchy of Lancaster and himself, in order to assess the desirability and feasibility of such a scheme.

Future aircraft projects
Norman Tebbit (Waltham Forest, Chingford) asked the Secretary of State for Industry if he would make a statement upon his discussions with United States aerospace companies.

Mr Varley replied that in order to secure first-hand information about the plans of the leading United States civil aircraft manufacturers, he recently invited senior management of the Boeing, Lockheed, and McDonnell Douglas companies to visit London for discussions. Those discussions were for information, and not in any sense negotiations. The results would form part of the government's current consideration of future civil aircraft policy. The timing of decisions on aircraft projects would depend mainly on commercial factors.

Quieter aircraft
Toby Jessel (Twickenham) asked the Secretary of State for Industry what action he was taking to encourage the British aircraft industry to produce quieter aircraft.

Mr Huckfield answered that his department continued to encourage the development of quieter aircraft technology with funds provided under its aircraft and aeroengine general research and development programme. Expenditure on noise research in 1977-78 totalled £1.7 million, going both to government research and development establishments and to industry. The government also continued to work for international agreement on improved noise standards for civil aircraft, and future aircraft types produced in the UK would have to meet noise certification requirements which had become increasingly stringent in recent years. Negotiations for agreement on noise regulations and standards were the responsibility of the Secretary of State for Trade.

Aerospace industry expenditure
Dr Oonagh McDonald (Thurrock) asked for a list of the total public sector expenditure disbursed to the British aerospace industry between January 1977 and January 1978.

Mr Kaufman said that in 1977 his department provided £45 million to British Aerospace – £27 million in public dividend capital and £18 million in loans from the national loans fund – to enable BAe to repay loans to one of the parents of the vesting companies. In addition, the NEB provided £30 million to Rolls-Royce, divided 70:30 between equity capital and loan. Details of other public expenditure on the aerospace industry were not collected on a calendar year basis. Final figures for such expenditure on civil aircraft and aeroengine research, development and production, and space programmes in 1977-78 were not yet available, but forecast net expenditure on aerospace innovation in the year ended 31 March 1978, published in cmnd 7049, was £90 million at 1977 survey prices. These figures excluded expenditure on military aerospace projects which were the responsibility of the Secretary of State for Defence.

HS 146 feeder-liner
Helene Hayman (Welwyn and Hatfield) asked the Secretary of State for Industry if he would now agree to the request by British Aerospace for permission to proceed with full production of the HS 146 feeder-liner jet.

Mr Kaufman answered that the government was considering as a matter of urgency the recommendation of the British Aerospace board to proceed with the HS 146.

Industrial Strategy
Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry whether he would make a statement on the progress of the government's Industrial Strategy.

Mr Williams said that encouraging progress was being made in the developoment of the Industrial Strategy. The key task this year was to obtain action at company level on the findings and recommendations of sector working parties.

Investment in manufacturing
Ivor Clemitson (Luton East) asked the Secretary of State for Industry if he was satisfied with the current level of investment in manufacturing industry.

Mr Williams answered that manufacturing investment, excluding iron and steel, had increased considerably and encouragingly in the last twelve months.

Government grants
Dennis Skinner (Bolsover) asked the Secretary of State for Industry whether he would introduce measures to ensure that when government grants were made to industrial undertakings no donations were paid by directors to political parties or their allies as a condition of such assistance.

Mr Cryer said that selective financial assistance was negotiated for particular projects and there was no question of any of the money being used for any other purpose. The question of political donations from general company funds, however, was a matter for the directors of companies, who were subject to the disclosure requirements of section 19 of the Companies Act 1967.

Aid and recycling schemes
Michael Morris (Northampton South) asked the Secretary of State for Industry what financial assistance was available to industrial trade associations who set up recycling schemes involving local authorities' refuse.

Mr Cryer replied that there was no specific provision for assistance to schemes of this kind but individual recycling projects may qualify for assistance under the industry or science and technology acts. Assistance with publicity may also be given as part of the national anti-waste programme.

Support for the private sector
Bryan Davies (Enfield North) asked the Secretary of State for Industry if he would list all public sector support of the private sector between January 1977 and January 1978.

Mr Cryer replied that the 1977-78 provisions for his department, included in programme 4 of 'The Government's Expenditure Plans 1978-79 to 1981-82', cmnd 7049 – volume II, was £892 million net of receipts, at 1977 survey prices excluding staff and administration costs.

Attracting industry to London
William Molloy (Ealing North) asked what measures had been taken to assist in attracting industry to London.

Mr Cryer replied that several areas of London benefited from the government's inner city policy and the whole of the London area benefited from the national measures to encourage investment in manufacturing industry.

Chrysler planning agreement
Tom Litterick (Birmingham, Selly Oak) asked the Secretary of State for Industry if he was satisfied with the operation of the Chrysler planning agreement.

Mr Cryer said that the planning agreement had been helpful to both sides and he was particularly pleased by the contribution the agreement had made to increasing mutual understanding between management and employees on the many strategic issues facing the company.

Arms conversion office
George Rodgers (Chorley) asked the Secretary of State for Industry if he proposed to establish an office for arms conversion which was called for in a recent Transport and General Workers Union policy statement.

Mr Huckfield said that his department already kept in close contact with the Department of Employment and the Ministry of Defence about the consequences of reductions in defence expenditure and the need to alleviate their efforts on particular areas through the department's system of regional and other aids.

Loans and subscriptions for equity capital
Tim Renton (Mid-Sussex) asked the Secretary of State for Industry what estimate he had made of the overall profitability and return on capital employed of all the loans and subscriptions for equity capital made by his department in 1977-78 or in the latest year for which figures were available.

Mr Williams said that during 1976-77 his department's gross expenditure on loans and equity purchases was £86.3 million, while receipts of interest and dividends from these and earlier investments, which at 31 March 1977 totalled £332.5 million, were £23.0 million at outturn prices. Later information was not yet available.

Manufacturing output
David Price (Eastleigh) asked the Secretary of State for Industry in view of the latest Confederation of British Industry survey of business prospects, what was his estimate for the growth of manufacturing output in the United Kingdom in the current year.

Mr Williams said that the main forecast in the financial statement and budget report indicated that manufacturing output was expected to rise by 2½ per cent between the first half of 1978 and the first half of 1979. He saw no reason to revise this forecast.

Industrial development areas
Michale McGuire (Ince) asked the Secretary of State for Industry if he had any plans to change the boundaries of those areas at present designated either special development, development or intermediate areas.

Mr Cryer replied that he did not consider it a suitable time to make changes in the boundaries of the areas which he believed the questioner had in mind.

Part-time members of official bodies
Philip Holland (Carlton) asked the Secretary of State for Prices and Consumer Protection if he would list the full-time occupation and the part-time government appointments held by each part-time member of (a) the National Consumer Council, (b) the Monopolies and Mergers Commission and (c) the Metrication Board.

Mr Fraser gave the information currently available to the department (see table page 465).

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

NATIONAL CONSUMER COUNCIL

Name	Full-time/part-time occupation	Other part-time government appointments
Michael Shanks (chairman)	Company director	Member, employment appeal tribunal
Mrs Joan Macintosh (deputy chairman)	Citizens' advice bureau organiser	Chairman, Scottish Consumer Council; member, Royal Commission on Divorce, legal services in Scotland
Ms Beata Lipman	Journalist	Chairwoman, Welsh Consumer Council
Cllr Richard Knowles	National organiser of the Co-operative party	—
Brendan Sewill	Public affairs adviser, Committee of London Clearing Bankers	—
Alexander Crawford	Business editor	Member, Southern Electricity Consultative Council
Mrs Patricia Lambert	—	—
Mrs Joan Young	Branch secretary, Co-op women's guild	—
Baroness Phillips	Director, association for the prevention of theft in shops	—
Mrs Rachel Waterhouse	Public relations officer, Birmingham consumer group	Member, Price Commission, Potato Marketing Board, Home Office working party on shoplifting, advisory committee on asbestos
Kenneth Glynn	General secretary, Society of post office executives	—
Christopher Holmes	Executive director, Society for co-operative dwellings	—
Mrs Dorette McAuslan	Health visitor	Deputy chairman, West Midlands Gas Consumers' Council
Dr Hylda Armstrong	Chairman, central consumer group of Northern Ireland	Chairman, Northern Ireland Consumer Council
D. H. Darbishire	Chairman, FMC Ltd and farmer	—
D. Hobman	Director, Age Concern (England)	—
Miss D. D. Hyams	Managing director, Tesco (Wholesale) Ltd; director, Tesco Stores Ltd and Tesco Stores (Holdings) Ltd	—
D. M. Landau	Deputy chief executive officer, CWS Ltd	—
T. R. S. Lyon	Chairman, Clam-Brummer Ltd	—
Professor M. L. McGlashan	Head of Department of Chemistry, University College, London	—
H. P. Scanlon	President, Amalgamated Union of Engineering Workers	Member, National Enterprise Board; board member, British Gas Corporation; member, National Economic Development Council; chairman, Engineering Industry Training Board
Mrs A. Stanley	Journalist	—
Mrs J. Upward	Housewife and secretary of the national federation of consumer groups	Vice-chairman, Domestic Coal Consumers' Council
Baroness Macleod of Borve	—	Member, Parole Board
J. Max Wood	Consultant	Deputy chairman, Metrication Board; member, Policy Holders' Protection Board, Food Hygiene Advisory Council, committee of the agricultural marketing acts
Michael Barnes	Marketing consultant	Chairman, Electricity Consumers' Council

MONOPOLIES AND MERGERS COMMISSION

Name	Full-time occupation	Other part-time government appointments
E. L. Richards (deputy chairman)	Partner, Moy Vandervell and Co	—
Sir Max Brown (deputy chairman)	Director, Schroder Wagg; ex civil servant	Member, interim action committee on the film industry; chairman, sub-committee, committee of invisible exports
G. F. Ashford	Director, Albright and Wilson	—
R. J. Aspray	Chief executive, Norwest Co-operative Society	—
Professor T. Barna	Professor of Economics, Sussex University	—
Sir Dallas Bernard	Director, Morgan Grenfell	—
Lady Bowden	Retired civil servant	Member, local government boundary commission for England
J. S. Copp	Retired solicitor to ICI	—
Hon John Eccles	Chairman and managing director, Head Wrightson; director, Davy International	Member, Northern Industrial Development Board
Sir Roger Falk	Management consultant	Chairman, Furniture Development Council
Professor K. D. George	Professor of Economics, University College	Member, economic committee, Social Science Research Council
C. J. M. Hardie	Partner, Dixon and Wilson and Co	Member, Advertising Standards Authority
Dr F. E. Jones	Director, Philips Industries	—
T. P. Lyons	Personnel director, Williams and Glyn's Bank	—
Dr R. L. Marshall	Retired principal, Co-operative College, Loughborough	None
Mrs V. M. Marshall	Finance controller, Finance for Industry Ltd	None
Mrs C. M. Miles	Consulting economist	Member, National Enterprise Board
R. G. Opie	Economist, Fellow of New College, Oxford	Member, Price Commission
Lord Plant	Retired general secretary, Inland Revenue Staff Federation	Vice-chairman, British Waterways Board; chairman, Northern Ireland standing advisory committee on human rights; member, Location of Offices Bureau and Southern Water Authority
T. M. Rybzcynski	Economic adviser to Lazard Brothers and Co Ltd	None
J. S. Sadler	Finance director, John Lewis Partnership	None
Miss R. Stephen	Executive secretary, Association of Professional Executive, Clerical and Computer Staff	Member, Food standards committee, British Wool Marketing Board and Economic Development Council for the Distributive Trades
Professor Harry Street	Professor English Law, Manchester University	None
Professor B. S. Yamey	Professor of Economics, London School of Economics	None

METRICATION BOARD

Name	Full-time occupation	Part-time government appointments
J. Maxwell Wood (chairman)	Retired	Member, National Consumer Council; member, Policy Holders' Protection Board, Food Hygiene Advisory Council, consumers' committee, agricultural marketing schemes
Dr M. A. Abrams	Retired	—
E. Cust	Chief executive, Warwickshire County Council	—

Electric vehicles

Peter Rost (South East Derbyshire) asked the Secretary of State for Industry what research his department was sponsoring for the development of electric vehicles.

Mr Cryer said that his department was supporting vehicle battery development work, the electric delivery vehicle assessment scheme in London and had other battery electric vehicle development programmes under consideration.

Public expenditure

Kenneth Clarke (Rushcliffe) asked what had been the percentage increase of public expenditure in constant values on financial assistance to industry under section 8 of the Industry Act 1972 in each year since 1972; and what had been the percentage change in the overall level of investment in manufacturing industry in the same years.

Mr Cryer said that the percentage increase in public expenditure under section 8 of the Industry Act 1972, for the years 1972-77, and the percentage change in the level of investment in manufacturing industry for the same period were as follows:

Per cent

	1973	1974	1975	1976	1977
Assistance under S8	53.4	10.1	154.4	20.3	0.7
Mfg industry investment	+0.6	+13.5	−13.7	−3.7	+7.9

Standards of conduct in public life

Kenneth Lewis (Rutland and Stamford) asked the Secretary of State for Industry whether he had received the submission he requested from the British Institute of Management on whether the recommendations of the Royal commission on standards of conduct in public life in respect of bribery and corruption should be extended to cover the private sector.

Mr Huckfield replied that he had and that the submission from the British Institute of Management and other representations received on this point were being considered along with the other recommendations of the Royal Commission. Primary responsibility for this matter rested with the Home Secretary.

Import controls on car imports

John Lee (Birmingham, Handsworth) asked the Secretary of State for Trade if he would now take steps to introduce stricter import controls over motor car imports in the light of British Leyland's recent decision to import Minis from Belgium.

Mr Meacher said that he understood that these imports were required to make up for a shortfall in planned production at Longbridge and that some 75 per cent of the components in the imported Minis would be British made. But, anyway, restrictions on imports from EEC member states would be contrary to the treaty of Rome.

Textile import concessions

Jim Callaghan (Middleton and Prestwich) asked the Secretary of State for Trade if he intended urgently to take up the recommendation of textile import concessions to Portugal in Brussels and press for a reversal of the commission's recommendations as being in breach of the community's policy.

Mr Dell replied that he expected this matter to be discussed at the council of ministers on 6 June.

Current cost accounting

John Cronin (Loughborough) asked what progress had been made on obtaining the general acceptance of current cost accounting as a basis for company reports.

Mr Clinton Davis replied that the Stock Exchange had endorsed the interim recommendation on inflation accounting by the accounting standards committee, and many large companies had recently included a statement in their annual accounts showing adjustments as recommended in these ASC guidelines. This was only a first step: work was also continuing under the aegis of ASC on the preparation of a current cost accounting standard.

Aircraft noise measurement

Toby Jessel (Twickenham) asked the Secretary of State for Trade when, and why, the scheme for sound insulation grants near Heathrow Airport ceased; whether he was satisfied with the noise and number index as a measure of aircraft noise nuisance in general and as a basis for determining insulation schemes against aircraft noise in particular; and whether he intended to replace or consider replacing the noise and number index as a measure of aircraft noise nuisance.

Mr Clinton Davis answered that the noise insulation grants' scheme for Heathrow closed to applications on 31 December 1977, as provided in statutory instrument 1975 no. 917. The noise and number index remained as good a general measure of aircraft

disturbance as was available, but consideration of possible new statutory noise insulation measures would include the question of the appropriate measure of distrubance for this particular purpose.

Coal imports and exports

George Grant (Morpeth) asked what amount of coal had been imported by the United Kingdom in the last 12 months; from which countries; and at what price. And what amount of coal had been exported from the United Kingdom in the last 12 months; and to which countries.

Mr Meacher said that the information for the period April 1977 to March 1978 was as follows:

EXPORTS

Country of destination	Tonnes
France	930 573
Federal Republic of Germany	400 940
Irish Republic	179 754
Netherlands	158 076
Belgium-Luxembourg	130 865
Norway	76 870
Denmark	35 320
Sweden	29 124
Portugal	6 490
Other countries	3 548
Grand total	1 951 560

IMPORTS

Country of consignment	Tonnes	£ per tonne cif
Australia	1 105 311	26.30
United States	352 592	39.78
Netherlands	303 009	25.06
Fed Rep of Germany	255 968	47.66
Poland	214 929	33.05
Belgium-Luxembourg	181 802	25.89
USSR	145 165	39.48
Irish Republic	38 803	23.95
France	23 612	50.04
Morocco	19 075	49.75
South Africa	17 380	34.05
Other countries	7 280	33.00
Grand total	2 664 926	31.64

Note: Values per tonne derived from the overseas trade statistics were not true prices. These were influenced by differences in the type and quality of the coal imported.

Sound insulation grants

Toby Jessel (Twickenham) asked the Secretary of State for Trade if he intended to restore the Heathrow sound insulation grant scheme, and to extend its boundaries to include additional areas severely affected by aircraft noise such as Whitton, Twickenham, Teddington and the Hamptons.

Mr Clinton Davis said that when he had received the British Airports Authority's proposals he would consider them, together with the many other representations he was receiving on the subject, and decide what further noise insulation measures might be necessary.

European trade marks registry

John Loveridge (Havering, Upminster) asked the Secretary of State for Trade what action was being taken to publicise the advantages to industry and large and small businesses in the United Kingdom and in other countries of the EEC that the proposed European trade marks registry should be located in London.

Mr Clinton Davis said that the government had already made clear to its community partners its wish that the trade mark office be located in London. He hoped to make more specific proposals soon which would emphasise the advantages of a London site and would inform the house of his action.

Trade deficit

Neil Marten (Banbury) asked the Secretary of State for Trade what was: (a) the trade deficit, on the basis of overseas trade statistics, expressed at a yearly rate, for the first four months of 1978; and (b) the deficit on invisibles for the same or nearest period with the EEC.

Mr Meacher said that the UK's crude trade deficit (exports fob less imports cif) with the EEC would be £2,481 million at an annual rate if the January to April figures, seasonally adjusted, were multiplied by three. No estimates of the invisible balance with the EEC were yet available for any part of 1978 but in 1977 the invisibles' deficit was provisionally estimated at £477 million.

Danger of rabies outbreak

Edward Gardner (South Flylde) asked the Secretary of State for Trade what instructions were now being given to HM Coastguard to meet the danger of an outbreak of rabies from domestic animals carried in small foreign boats entering United Kingdom coastal waters and ports.

Mr Clinton Davis said that no special instructions were necessary. Any infringement of the regulations controlling the entry of domestic animals into UK coastal waters and ports detected by the coastguard would be reported to the police.

Petrol prices

David Young (Bolton East) asked about steps to make the pricing of petrol at decimals such as 0.9 of a penny per gallon illegal; and if emergency temporary measures would be instituted to safeguard the public from this practice.

Mr Maclennan replied that the Secretary of State would consider whether to take any action to deal with this practice once the current review into the operation of the Petrol Prices (Display) Order had been completed.

Industrial fastener industry

Richard Wainwright (Colne Valley) asked the Secretary of State for Prices and Consumer Protection, when the industrial fastener industry was referred to the Monopolies and Mergers Commission; how far this referral had progressed; and when the commission's report was expected.

Mr Fraser said that the reference was made by the Director General of Fair Trading on 14 October 1976. The commission was due to report by 14 October 1978. The conduct of investigations was a matter for the commission but he understood that difficulties had arisen over definition of some of the products concerned and that the director general was considering whether to vary the original reference in order to clarify its terms.

Cost of food

Winston Churchill (Stretford) asked what had been the percentage increase in the cost of food for the average family over the last 12-month period for which figures were available.

Mr Maclennan replied that in the 12 months to April 1978, the retail food index increased by 6.3 per cent. This was the lowest annual increase since June 1970.

Tuesday, 23 May

Closure of banks on Saturdays

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Prices and Consumer Protection if he had received recent representations from the public on the closure of banks on Saturdays; and if he planned to have discussions with appropriate parties on the subject.

Mr Maclennan said that last year the National Consumer Council raised this issue but the secretary of state had received no recent representations from the public regarding banking hours. However, discussions were in progress with the banks following the Price Commission's recent report on charges for money transmission services. These would cover all the commission's recommendations, including the suggestion for more flexible working hours. He would make a statement when the discussions were completed.

Mortgages redeemed before terminal date

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Prices and Consumer Protection if he would ask the Director General of Fair Trading to investigate the practice of applying a penalty of some months' interest when a mortgage is redeemed before its terminal date.

Mr Fraser replied: no. He said that the Registrar of Friendly Societies had already made representations to the Building Societies' Association on this matter and the nine largest societies, as well as a number of others, had discontinued the practice. If the questioner had any specific cause for complaint he should contact the registrar. Where regulated consumer credit agreements were concerned – these were transactions involving credit of not more than £5,000 provided to an individual – it was his intention in due course to introduce regulations under section 95 of the Consumer Credit Act 1974 to provide for a rebate of interest and other charges when a loan was repaid earlier than provided for in the agreement. Many second mortgage transactions would come within this category.

Rate of inflation

Hugh Dykes (Harrow East) asked the Secretary of State for Prices and Consumer Protection what was the current rate of inflation; and, of that figure, how much was calculated as being attributable to the effect of the common agricultural policy.

Mr Maclennan said that the annual increase in the retail prices index to April 1978 was 7.9 per cent. Changes in CAP pricing arrangements, including transitional steps implemented in the last year, were collectively forecast, when fully passed on, to increase the RPI by about ½ per cent. It was, of course, not possible to separate the effects of changes in CAP pricing arrangements from all the other factors which contributed to the 7.9 per cent increase in the RPI.

Fittings sold as part of dwelling

Robert Boscawen (Wells) asked the Secretary of State for Prices and Consumer Protection whether he intended to seek to amend the Trades Descriptions Act and the Fair Trading Act to include fittings which were sold as an integral part of a dwelling.

Mr Fraser replied that he was considering the possibility of bringing property within the scope of both the Trades Descriptions Act 1968 and the Fair Trading Act 1973.

Burning oil in wrecked tankers

Michael Spicer (South Worcestershire) asked the Secretary of State for Trade if he would list the difficulties and objections to burning oil remaining in a wrecked tanker.

Mr Clinton Davis answered that these included difficulties of boarding to place explosive charges, without serious risk to life; getting air to the oil cargo to secure effective combustion; the risk of leaving unburned heavy residues which were difficult to clear; causing the vessel to disintegrate and thus increasing pollution; and the amount of pollution of the atmosphere which was acceptable. Pumping out the cargo was usually preferable, and the point at which to abandon this course in favour of attempting to ignite the oil constituted a difficult decision; some oil would not burn in this way. Research on burning oil in stricken tankers was under consideration in consultation with leading British oil companies.

Compensation for oil pollution

James Prior (Lowestoft) asked the Secretary of State for Trade what consideration was being given to the payment of compensation to the holiday industry for any potential loss of bookings which could result from cancellation due to fears of oil pollution etc.

Mr Clinton Davis said that the department did not yet know whether the holiday industry would be significantly adversely affected by the oil pollution. Under the 1969 international convention on civil liability for oil pollution damage and the oil industry's voluntary Cristal scheme, a maximum of $30 million was available to reimburse clean-up costs and to pay compensation for oil pollution damage resulting from the collision involving the *Eleni V*. The legal position of claims submitted by those engaged in the holiday interests under the Merchant Shipping (Oil Pollution) Act 1971, which implemented the 1969 convention, had not yet been tested in the courts and accordingly, while it might be possible in due course to establish valid claims it had to be recognised that in any event there might be difficulty in certain instances in demonstrating the size of any loss and a direct link with oil pollution. Similarly, there was a degree of uncertainty about the position of claims by the holiday industry under Cristal.

Visits by Chinese delegations

Tom Litterick (Birmingham, Selly Oak) asked the Secretary of State for Trade if he would make a statement on the purposes of the visit by an official Chinese government delegation to the United Kingdom in May.

Mr Dell replied that there had been three Chinese high-level delegations, headed by government ministers and/or vice-ministers, in the UK during May. The first, at his invitation, had arrived on 5 May, led by His Excellency Ku Ming, Vice-Minister of the State Planning Commission. The second had arrived on 12 May and was an iron and steel delegation, led by His Excellency Tang Ke, the Minister of Metallurgy. He had come at the invitation of the Secretary of State for Industry. The third delegation arrived at the end of the month and was led by His Excellency Hsiang Nan, Vice-Minister of the First Ministry of Machine Building. This visit was to the agricultural machinery industries. These visits allowed the Chinese to be shown the opportunities for closer commercial and technological collaboration between China and the UK.

Financial aid and incentives

Sir William Elliott (Newcastle upon Tyne, North) asked the Secretary of State for Industry if he was satisfied with information regarding financial aid and incentives to established business concerns in development areas.

Mr Cryer said that details of government incentives for industry in the assisted areas were given in a handbook 'Incentives for Industry' available on request from offices of his department and those of the Scottish and Welsh departments. Projects of firms already established in the assisted areas may qualify for regional selective assistance under section 7 of the Industry Act 1972, but those in service industries must have a real choice of location between the assisted areas and elsewhere and provide a minimum of 25 new jobs.

Effectiveness of sectoral schemes

Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry in view of the very low uptake by industry in Wales of aid under section 8 of the Industry Act 1972, what steps he intended taking to increase the effectiveness of the sectoral schemes.

Mr Cryer said that the industry schemes under section 8 of the Industry Act 1972 were designed to encourage modernisation in particular sectors of industry, and were not therefore directed at geographical areas of the United Kingdom. Assistance under these schemes was normally an alternative to regional selective assistance under section 7, and in Wales £53 million of section 7 assistance had been provided since 1974. Currently 2787 projects had been approved or were being considered under section 8 schemes and they had been generally successful in achieving their objectives.

Financial assistance to industry

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry whether pay policy conditions to offers of financial assistance to industry under the Industry Act 1972 followed a set form or were negotiable by each applicant.

Mr Cryer replied that in deciding whether or not to provide selective financial assistance, and if so on what conditions, the government took account of the factors relevant to the statutory purposes and to the particular case, including compliance with pay policy. As the secretary of state had said in the debate on 7 February, pay policy was not rigidly applied. Accordingly the pay policy conditions would not necessarily be applied in the same form in all cases.

Selective investment scheme

R. B. Cant (Stoke on Trent Central) asked the Secretary of State for Industry whether, in view of its effectiveness, he would give further publicity to his department's selective investment scheme before the closing date of 30 June 1978.

Mr Cryer said that a wide range of promotional channels for the selective investment scheme were being used. To date, assistance had been offered towards 65 projects involving investment of £260 million, and more than 160 proposals were currently being examined. There was still scope for companies to apply. He hoped that as many companies as possible would do so, but he would certainly consider the questioner's suggestion of further publicity.

Regional development grants

Leslie Spriggs (St Helens) asked the Secretary of State for Industry if he would publish details of regional development grants, and selective assistance to firms in the United Kingdom, respectively, during the last two years for which this information was available; and what was the total public spending on grants to industry in those two years.

Mr Cryer said that the following was his department's expenditure for regional development grants and industry act selective assistance to firms, included in table 2.4 of the 1977 public expenditure white paper (cmnd 7049):

	£m at 1977 survey prices (net)	
	1976-77	1977-78
Regional development grants	392	380
Selective assistance in assisted areas	19	34
Selective assistance to individual industries, firms and undertakings	83	78
Assistance to the shipbuilding industry	14	41

Regional development grants, other industry act grants and investment grants paid by the department to industry were £471 million in 1976-77, and were forecast to total £503 million in 1977-78, at survey prices. Details of offers of industry act assistance amounting to £10,000 or more, and payments of regional development grants exceeding £25,000 were published quarterly in ***Trade and Industry.***

Wednesday, 24 May

Textile imports

Peter Morrison (City of Chester) asked what was the value of textile imports into the United Kingdom in each of the years since 1970.

Mr Meacher gave the following information:

£ million cif

1970	1971	1972	1973	1974	1975	1976	1977
275	346	400	558	752	734	979	1203

Note: These figures cover wool tops; synthetic and regenerated (artificial) fibres; knitted or crocheted fabric, elastic or rubberised; and textile yarns fabrics, made-up articles and related products (other than textile clothing).

Thursday, 25 May

Home accidents

Ian Wrigglesworth (Teesside, Thornaby) asked the Secretary of State for Prices and Consumer Protection when he expected to publish a further report setting out information provided by the home accident surveillance system; and whether this enabled any estimate to be made of the total number of such accidents.

Mr Fraser said that a report summarising the information collected during the first 12 months of operation of the home accident surveillance system had been published by his department yesterday. Summarised data relating to 60 000 accidents in and around the home reported by the 20 participating hospitals in England and Wales had been included in the report. On this basis, it was estimated that over 800 000 such accidents occur annually which required treatment at an accident and emergency department.

Metrication Board

Michael Brotherton (Louth) asked the Secretary of State for Prices and Consumer Protection what changes he planned to make in the number of people employed by the Metrication Board following his statement that metrication would now proceed on voluntary lines.

Mr Fraser replied that plans to run down the number of staff of the board were being reconsidered now that the emphasis was on a voluntary change at the retail level.

Promoting metrication

Michael Brotherton (Louth) asked the Secretary of State for Prices and Consumer Protection what had been the total amount of public funds spent on the promotion of metrication prior to his statement that metrication would now proceed on voluntary lines.

Mr Fraser said that the Metrication Board's current terms of reference were to facilitate the transition to metric weights and measures, to make generally available information and advice on the coordination of timetables and to furnish such information as the board might think useful for familiarising the public with the metric system. From the board's establishment in 1969 until the end of 1977, the board's total costs were approximately £6,224,000 of which £3,139,000 had been spent on information.

Advertising sanitary protection products

Robin Corbett (Hemel Hempstead) asked the Secretary of State for Prices and Consumer Protection what action he proposed to take on the recommendation of the Price Commission in its report on Southall (Birmingham) Ltd into sanitary protection and other hygiene products that all companies in the industry should restrain their advertising and promotional expenditure because consumers were particularly vulnerable to a lack of real competition as stated in paragraph 5.10 of that report.

Mr Maclennan answered that the commission's remarks on the level of advertising expenditure in the sanitary protection industry were addressed primarily to the industry itself. The observation in paragraph 5.10 of the commission's report was not a formal recommendation as defined in section 6 of the Price Commission Act 1977, and the secretary of state had no power to enforce it by order. The commission's views were, however, being drawn to the attention of the industry through its trade association and he would be watching to see what progress was made in this area. Additionally, the commission would be able to assess the response to their findings when looking at prices and proposed price increases in the industry.

Brewery income

Robin Corbett (Hemel Hempstead) asked the Secretary of State for Prices and Consumer Protection whether he would take steps to encourage brewery companies to detail in accounts submitted to the Price Commission that part of income derived from brewing activities separate from that coming from licensed premises operated as managed or tenanted houses.

Mr Hattersley said that the Prices and Charges (Notification of Increases and Information) Order 1977 already provided for this information to be submitted separately on pre-notification of price increases to the Price Commission.

Small company profit levels

Robin Corbett (Hemel Hempstead) asked the Secretary of State for Prices and Consumer Protection what proposals he had for commissioning investigations on a regional basis of the profit levels of small companies to ensure that return on capital invested was consistent with current guidelines.

Mr Hattersley said that he had no plans at present to direct the Price Commission to examine this matter.

Desalination

Jim Spicer (West Dorset) asked the Secretary of State for Industry if, bearing in mind the size of the overseas market for desalination plants, he would set up a desalination working party to consider research and development as related to possible overseas projects.

Mr Cryer replied that he was very conscious of the opportunities in overseas markets for UK manufacturers of desalination equipment. His department had, of course, supported a number of R and D programmes in the desalination area over a considerable period of time. During the past five years, the department's Chemicals and Minerals Requirements Board (CMRB) had approved expenditure on four UKAEA programmes, namely the background and exploratory/technical assistance (Beta) programme, and three others directed at multiple effect flash distillation, additives (for prevention of scale formation) and reverse osmosis (on which board funding had only just ceased). The CMRB had withdrawn its support for Beta in 1974, largely due to the lack of industrial support for the programme. Indeed, as was pointed out to the questioner by Lord Beswick in his letter of 24 September 1975, the view had been taken that continued departmental funding in this area was only justified if industry itself was prepared to make a substantial contribution. There was nevertheless a need to keep a close and continuing eye on the situation and his department was currently reviewing the need for government support for research and development in this sector. Any further action would depend upon the outcome of the review.

EEC/Spain trade agreement

John Ovenden (Gravesend) asked the Secretary of State for Trade if he would make a statement about the progress of negotiations for a revision of the EEC/Spain trade agreement to secure tariff concessions on those exports to Spain which did not at present receive them.

Mr Dell said that in December 1977 the EEC put forward proposals for a revision of the EEC/Spain trade agreement. Initial exchanges with Spain had taken place, but it was too soon to predict when negotiations would be concluded.

Spanish paper tissue

John Ovenden (Gravesend) asked the Secretary of State for Trade, what recent representations he had received about the dumping of Spanish paper tissue products in the United Kingdom; and what action he had taken.

Mr Dell replied that he had received a number of letters indicating the industry's concern about prices of imported Spanish toilet tissue. The department was ensuring that the EEC commission was kept informed of any fresh evidence received.

Services for Channel Islands

John Cartwright (Greenwich, Woolwich East) asked the Secretary of State for Trade what services his department provided: (a) to the States of Jersey and (b) to the States of Guernsey; and what charges were made for such services.

Mr Dell said that his department provided no regular services to the States of Jersey or Guernsey (with the minor exception of certain marine surveys for which the normal fees were levied).

SA companies' code of conduct

John Tilley (Lambeth Central) asked the Secretary of State for Trade when the white paper on the code of conduct for companies with interests in South Africa was published; and if he would make a statement.

Mr Dell replied that the government had published the white paper, which commended the new code of conduct to British companies with interests in South Africa, on 25 May. Successive governments had stated their total opposition to South Africa's apartheid policies, he said. 'We are committed to work by peaceful means to assist the evolution of a new and fairer society in South Africa.' Britain was more closely involved in South Africa than any other country outside Africa. This country's economic position in South Africa, because of historic links, was still very large. The government had therefore been working with its European community partners to find ways of using existing economic links with South Africa in a constructive and positive way to assist the progress of internal change. Last September the government had reached agreement with its European partners on a code of conduct for companies in the Nine with interests in South Africa. The new code was a development of the earlier UK code of practice recommended by the trade and industry sub-committee of the expenditure committee in its admirable report published in March 1974, and subsequently accepted by the government. It went further than the earlier code in placing greater emphasis on enabling black African employees to take part in collective bargaining, and on the development of trade unions representing black workers. The code aimed to encourage the abolition of all forms of discriminatory practice at the place of work and was intended to promote substantial improvements in pay, fringe benefits and working conditions for employees. The white paper contained the text of the code and explanatory guidance and a reporting format. Both the guidance and the reporting format took into account suggestions made by the TUC and the CBI. Under the code companies were asked to publish detailed annual reports on the progress made in implementing the code. These reporting procedures were intended to give parliamentary and public opinion the opportunity to scrutinise and question, and thus to influence, company policy. Companies were asked to send copies of these reports to the government which would then have an opportunity to make an annual assessment. The other members of the European community were expected to take similar action and would then jointly review their own national assessments. The Nine were in touch with other major trading nations and the government hoped that other countries would adopt similar codes. Canada's recently published code reflected the influence of the code of the Nine. British companies with interests in South Africa bore a vital responsibility in their approach to the standards set by the code. The CBI had shown that it recognised this by its helpful attitude in the discussions. Company performance would be watched closely not only by all those concerned in this country and Britain's European partners but by the international community as a whole. If the code was not implemented fully and no changes in racial discrimination at the workplace followed, then the pressure for further action, already strong, would become stronger. The government believed that it was in companies' own interests that the code was faithfully applied and upheld. Mr Dell said he was writing to the chairmen of all the companies concerned to seek their co-operation in this important task.

See page 473.

Friday, 26 May

Anglo-Soviet export credit

Ian Wrigglesworth (Teesside, Thornaby) asked the Secretary of State for Trade whether there had been any recent developments concerning the Anglo-Soviet export credits arrangements of 1975.

Mr Dell said that since his statement of 28 July last that the export credits guarantee department had informed the Soviet authorities of the raising of interest rates chargeable under that agreement to levels corresponding to those in the international consensus on export credits, it had become clear that some major countries were nevertheless continuing to apply to their exports to Russia the preferential interest rates prevailing prior to this consensus. It had long been government policy that British exporters should enjoy credit terms which matched those of their major competitors. ECGD had therefore agreed with the Soviet authorities that the rates chargeable under the 1975 agreement should be modified accordingly; and he trusted this would pave the way to gaining further substantial contracts.

Air transport licences

John Biggs-Davison (Epping Forest) asked the Secretary of State for Trade what proposals had been made for the relinquishment by British Airways of licences for services between Great Britain and the Isle of Man and Belfast; and what replacement was contemplated.

Mr Clinton Davis said that the Civil Aviation Authority was responsible for air transport licensing. So far it had received no applications relating to these routes.

Definition of 'imported car'

R. B. Cant (Stoke on Trent Central) asked the Secretary of State for Trade whether he would give further consideration to clarifying his administrative definition of an imported car.

Mr Dell replied that for the purposes of the United Kingdom overseas trade statistics, an imported motor car was simply an article imported into the United Kingdom from another country which, whether assembled or unassembled, had the essential character of a motor car. He said that there was no need to revise this definition, which reflected international usage. He understood that in the statistics of vehicles registered in this country, which were published by the Society of Motor Manufacturers and Traders and by the Department of Transport, any car of which the place of final assembly was outside the United Kingdom was regarded as an imported car. Any question of revising this definition was a matter for the Secretary of State for Transport.

Public agency police forces

Eldon Griffiths (Bury St. Edmunds) asked the Secretary of State for Trade if he would publish a list of the public agencies for which he was responsible which maintained their own police forces, indicating in each case the names of the organisations concerned, the approximate number of people employed on police and security duties, the most recent annual cost of this service and the name and address and title of the commanding officer.

Mr Dell said that none of the public agencies for which he was responsible maintained its own police forces.

Collusive tendering

R. E. Bean (Rochester and Chatham) asked the Secretary of State for Prices and Consumer Protection if he would consider making collusive tendering illegal in the light of recent disclosures in the ready-mixed concrete and black top industries.

Mr Fraser said that this was one of the matters to be examined in the review of the restrictive trade practices legislation which the secretary of state announced on 10 May. All interested bodies were invited to submit written evidence on the legislation by the end of July.

Packaging Council

Tony Durant (Reading North) asked the Secretary of State for Prices and Consumer Protection if he would make a statement on the formation of the Packaging Council and the packaging code of conduct.

Mr Fraser replied that the creation of the Packaging Council and the appointment of its first chairman, Lord Shepherd, had been announced on 16 May. The council was an independent body. Its members were drawn from industry, consumer and environment groups and the trade union movement, and it had been set up following discussions between environment and consumer groups and industry under the government's Waste Management Advisory Council. Initial finance for the work of the council would be provided by the industry committee for packaging and the environment (Incpen) with assistance for technical research from the Packaging Industry Research Association. The council would administer a code for the packaging of consumer goods as a basis for good packaging practice in the UK. The council would ensure that comments and complaints about packaging were dealt with responsibly; and would itself be prepared to examine and assist when problems arose.

Postal charges

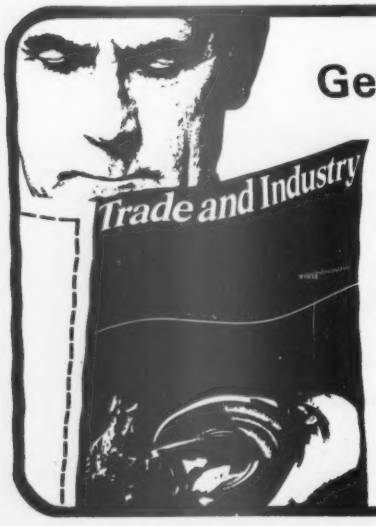
Michael Brotherton (Louth) asked when charges were last increased on postal orders; and what was the percentage increase on each charge.

Mr Huckfield said that charges were last increased on 13 June 1977 when both low and high value postal orders were increased by 1p. The percentage increases were 14.3 per cent and 11.1 per cent respectively.

Licence with the DoI

David Mitchell (Basingstoke) asked the Secretary of State for Industry how many sorts of businesses for which his department was responsible were required to have a licence or registration with his department: and if he had any plans to extend this requirement.

Mr Huckfield replied that there were no sorts of businesses which were required to be licensed by or registered with his department.



Get this week's copy this week

If you're not reading the current copy of Trade and Industry you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.

Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of Trade and Industry.

Ring our Circulation Controller on 01-215 5021 and ask about an additional subscription. Or just simply clip the coupon.

To: Trade and Industry, FREEPOST, London SW1H 0YZ

I would like to take out an annual subscription to Trade and Industry.

☐ Please invoice me/my company

or

☐ I enclose £30.60 for one year's subscription (includes postage to any part of the world)

or

☐ Charge one year's subscription to my HMSO account number

Copies should be sent to

name _____

address _____

_____

European community news

Improvement loans for miners' and steelworkers' housing

Low interest loans totalling just over £1 million are being made by the European coal and steel community for the improvement of mineworkers' housing in the UK. Altogether 1689 houses are to be improved with the help of these loans, which carry an interest rate of 1 per cent.

A loan of £676,000 goes to the East British Housing Association for improvement of 286 houses at Hadston, Northumberland, and 72 houses at Horden, County Durham. The balance of the money – £401,735 – goes to the National Coal Board for modernising 1331 houses, including 237 in the north-east of England, 258 in the Doncaster area, 369 in Staffordshire, 337 in north Nottinghamshire and 91 in the south midlands.

An additional loan for modernising 43 houses goes to the British Steel Corporation, mainly for use in the Port Talbot area. The value of this loan is £50,694, also at 1 per cent interest.

Quotas 1978: exhaustions

HM Customs have stated that the UK's share of the following EEC tariff quotas have been exhausted (see above):

UK tariff heading	Description of goods	HM Customs serial no. (part 11 of the UK tariff)
08.04 BI	Grapes, dried in immediate containers of net capacity of 15 kg or less	1103
ex 73.02 C	Ferro-silicon	4509
ex 73.02 EI	Ferro-chromium	4525
ex 77.01 A	Unwrought magnesium containing 99.80 per cent or more by weight but less than 99.95 per cent by weight of pure magnesium	4959
ex 77.01 A	Unwrought magnesium containing less than 99.80 per cent by weight of pure magnesium	4711

The UK's share of the following EEC tariff quota for imports from Spain, Turkey and Portugal have also been exhausted:

UK tariff heading	Description of goods	HM Customs serial no. (part 11 of the UK tariff)
ex 08.05 G	Hazelnuts	1111 (Turkey)
ex 22.05 CIIIa)1 IVa)1	Wine of fresh grapes entitled to the following designation of origin: Jerez: In containers of 2 litres or less	7033 (Spain)
ex 22.05 CIIIa)1 IVa)1	Wine of fresh grapes in containers holding 2 litres or less: port	1251 (Portugal)
55.05	Cotton yarn, not put up for retail sale	3481 (Turkey)

The following United Kingdom tariff quotas for imports of paper and board and printed products from individual Efta countries and Finland (see *Trade and Industry* of 16 December 1977) have also been exhausted:

UK tariff heading	Country of origin	HM Customs serial no. (part 11 of the UK tariff)
48.07 C	Sweden	7173
ex 48.01 F	Switzerland	2109
48.07 C	Finland	7157
48.07 C	Norway	2761
48.16 A	Sweden	2842
48.07 C	Finland	2699
48.16 A	Switzerland	2869
48.07 C	Sweden	2648
ex Chap 48	Switzerland	3007
ex 48.01 F	Finland	2079
48.07 C	Austria	2664
48.07 C	Sweden	2729

The European commission has announced that the following community ceiling has been reached and duty reimposed:

UK tariff heading	Description of goods	Country of origin
61.01	Men's and boys' outer garments	Malta

Inquiries about current tariff quota balances may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

New publications
Key to Eurostat 461

Parliament
Import controls on car imports 465
Textile import concessions 465
Coal imports and exports 466
European trade marks registry 466
Trade deficit 466
Rate of inflation 466
EEC-Spain agreement 467
Spanish paper tissue 467
SA companies' code of conduct 468

Overseas trade news
Employment practices in S. Africa 473
Textiles on show in Frankfurt 474

Country data
Italy 481

Statistics
Economic indicators of the industrial countries 496

Temporary suspension of the CCT

Suspensions operative for the second half of 1978

The Department of Trade gives notice of a review in the autumn by the EEC commission of suspensions of the CCT (common customs tariff) which will be in force throughout the six months ending on 31 December 1978. The goods in question are listed in council regulations (EEC) 965/78 (agricultural products) and */78 (industrial products). Details are also given below. Unless any objections are raised it is intended that these suspensions should generally be maintained for a further period ending on 30 June 1979.

* Number not yet available.

CCT heading/Description	CCT suspended rate of duty %
03.01 AIb) Salmon, fresh (live or dead), chilled or frozen	0
ex 03.01 BIh) ' Cod (Gadus morrhua or Gadus callarias), fresh, chilled or frozen, whole, headless or in pieces, intended for the processing industry	10
ex 03.01 BIk) ' Haddock, fresh, chilled or frozen, whole, headless or in pieces, intended for the processing industry	10
ex 03.01 BIq) ' Hake, fresh, chilled or frozen, whole, headless or in pieces, intended for the processing industry	10
ex 03.01 BIIa) and BIIb) 7 Fillets of herring, fresh, chilled or frozen, intended for the processing industry	0
ex 03.01 BIIa) and BIIb) 7 ' Fillets of hake, fresh, chilled or frozen intended for the processing industry	10
ex 03.02 AIa) Herring, dried, salted or in brine, whole, headless or in pieces, intended for the processing industry	0
ex 03.02 AIf) Sprats, salted or in brine, whole, headless or in pieces	0
ex 03.02 AIId) Fillets of herring, dried, salted or in brine, intended for the processing industry	0
ex 16.04 B Salmon, intended for the processing industry for further manufacture into pastes or spreads	0
ex 16.04 CII Spiced and salted herrings, in packings of a net capacity of 10 kg or more, intended for the processing industry	0
ex 16.04 CII *'Herring-flaps'*, prepared or preserved in vinegar, in packings of a net capacity of 10 kg or more, intended for the processing industry	0
ex 16.05 B Shrimps and prawns other than those of the 'Crangon' variety, boiled in water and shelled, whether or not frozen or dried, intended for the industrial manufacture of products falling within heading no. 16.05	10
ex 13.03 AV Extract of dewaxed pyrethrum	0
ex 25.19 A Magnesium oxide,dead-burned but not fused, of a purity not less than 98 per cent, which may not contain:	0
a more than 0.05 per cent by weight of boron compounds evaluated as B_2O_3;	
b more than 1.25 per cent by weight of calcium compounds evaluated as CaO;	
c more than 0.5 per cent by weight of silicon compounds evaluated as SiO_2;	

continued on page 470

CCT heading/Description	CCT suspended rate of duty %
d a total of more than 0.5 per cent by weight of aluminium compounds and iron compounds evaluated as Al_2O_3 and Fe_2O_3	
28.42 AVI	
Lithium carbonates	3
ex 29.02 AV	
Bromochloromethane	0
ex 29.02 B	
1,6,7,8,9,14,15,16,17,17,18, 18-Dodecachloropentacyclo [12.2.1.1.^{6,9}.0^{2,13}.0^{5,10}] octadeca-7,15-diene, intended for use in the manufacture of polyamide 6,6	0
ex 29.02 B	
1,6,7,8,9,14,15,16,17,17,18, 18-Dodecachloropentacyclo [12.2.1.1.^{6,9}.0^{2,13}.0^{5,10}] octadeca-7.15-diene intended for other uses	7
ex 29.06 BV	
1,1,3-Tris (5-*tert*-butyl-4-hydroxy-2-methylphenyl) butane, whether or not containing toluene of crystallisation	0
ex 29.15 CIII	
Benzyl phenylmalonates	0
ex 29.16 AII	
L-Malic acid and its salts and esters	0
ex 29.16 BIII	
2-Ethylhexyl 4-hydroxybenzoate	0
ex 29.16 BVI	
3,5-Di-iodosalicylic acid	6
ex 29.19 C	
2,2-Bis(chloromethyl) trimethylene tetrakis(2-chloroethyl) di(phosphate)	0
ex 29.22 DI	
3,5-Dichloroaniline	0
ex 29.23 DV	
beta-Alanine	0
ex 29.30	
Methyl isocyanate	5
ex 29.31 B	
Cyclohexanethiol	0
ex 29.35 Q	
Amprolium (INN) hydrochloride	0
ex 29.44 C	
Cefazolin (INN) and its salts	0
ex 29.44 C	
Lincomycin (INN) and its salts and esters	0
ex 29.44 C	
Monensin (INN) and its salts	0
ex 30.01 B	
Mixture of oestrogens of equine origin	0
ex 38.19 G	
Catalysts, in the form of granules or rings having a diameter of not less than 3 and not more than 10 mm, consisting of silver supported on aluminium oxide, the silver content being not less than 10 per cent and not more than 20 per cent by weight	0
ex 38.19 U	
Flame-retardant reaction products of acetaldehyde, ethylene oxide and phosphorus trichloride	0
ex 38.19 U	
Intermediate products from the manufacture of monensin salts	0
ex 38.19 U	
Grains consisting of a mixture of dialuminium trioxide and zirconium dioxide containing by weight not less than 70 per cent and not more than 78 per cent dialuminium trioxide and not less than 19 per cent and not more than 26 per cent zirconium dioxide	7.6
ex 38.19 U	
Grains consisting of a mixture of dialuminium trioxide and zirconium dioxide containing by weight not less than 54 per cent and not more than 62 per cent dialuminium trioxide and not less than 36 per cent and not more than 44 per cent zirconium dioxide	7.6
ex 39.01 CV	
Polyurethane pre-polymers in the forms mentioned in note 3(a) to chapter 39, based on 4,4'-methylenedi(cyclohexyl) di-isocyanate or methyl-*m*-phenylene di-isocyanate and containing ether groups	10
ex 39.02 CIb)	
Polyethylene having a molecular weight of not less than 4 000 000, in the form of sheets	0
ex 39.02 CVIIb)	
Polyvinylchloride sheeting less than 1 mm thick of a width not less than 23 and not more than 28 cm, containing not less than 30 per cent and not more than 40 per cent by weight of a plasticiser, in rolls	10
ex 39.02 CVIII	
Copolymers of vinylidene chloride with vinyl chloride, containing not less than 80 per cent by weight of vinylidene chloride, in one of the forms mentioned in note 3(a) and (b) to chapter 39, for the manufacture of fibres, monofil or strip	0
ex 39.02 CXII	
Copolymers of acrylic and methacrylic esters in the form of film of a thickness not less than 50 and not more than 150 micrometers, whether or not in rolls	0
ex 49.11 B	
Sheets (not being trade advertising material) folded, merely with illustrations or pictures not bearing a text or caption for editions of books or periodicals which are published in different countries in one or more languages	0
ex 51.02 AII	
Strip of polytetrafluoroethylene, whether or not in rolls, with an extension at break not exceeding 25 per cent	0
ex 70.20 A	
Mats of non-textile glass fibres with a diameter of not less than 3 and not more than 7 micrometres	0
ex 81.04 KI	
Titanium sponge	0
ex 84.17 C	
Straight-tube heat exchanger over 400 tonnes in weight and over 20 m long for nuclear reactors	0
ex 84.59 B	
Control-rod drives with spindle roller nut drive mechanism for nuclear reactors including the necessary special tools	0
ex 84.59 B	
Reactor pressure vessel consisting of the vessel shell, penetrated by primary coolant nozzles and core flooding nozzles, and of the vessel head	0
ex 85.21 AV	
Digital displays consisting of a glass tube mounted on a board up to 220 mm long and 45 mm wide excluding leads. The tube contains a straight line of digits not less than four in number, each digit consisting of a number of segments containing an inert gas, with a metallic base coated with phosphorus salts which give off light when bombarded with electrons	0
ex 85.21 DII	
Digital displays consisting of a printed circuit board of a size not exceeding 35 mm by 90 mm with a single line of digits, not less than three in number comprising light-emitting diodes manufactured from gallium-based semi-conductor compounds mounted thereon. Each digit is comprised of seven segments plus a decimal point and the line of digits has a protective cover of translucent plastic	0
ex 88.05 B	
Visual display system generating images by computer intended for equipping flight simulators for civil aircraft	0
ex 90.19 AIII	
Vascular prostheses	0

[1] Suspension is subject to compliance with the reference price.

Proposed new suspensions from 1 January 1979

The Department of Trade also gives notice of applications which have been made to the EEC commission by member states of the community for new suspensions of the CCT. The goods in question are listed below. If these proposed suspensions receive the unanimous agreement of the nine member states it is intended that they should operate for the six months commencing 1 January 1979.

UK requests. The UK has put forward the following requests, which are for total suspensions of the CCT in each instance (apart from pear juice, on which a tempotary reduction to 10% is sought).

cct heading no.	Description
ex 20.07 AIIa)	Pear juice of a value exceeding 22 UA per 100 kg net weight, for use in the manufacture of perry, meeting the following requirements: 1 Having – a a specific gravity of not less than 1.36 at 15° C b a total acidity expressed as malic acid of not less than 2.5 per cent weight/volume c a PH of not less than 3.9 2 Containing not more than – a 0.2 mg/kg of arsenic b 3.0 mg/kg of copper c 10.0 mg/kg of iron d 1.0 mg/kg of lead e 100 mg/kg of sulphur dioxide f 7.5 mg/kg of zinc 3 Not containing – a pectic substances b in 10g of juice, micro-organisms capable of growth on Scarr's Osmophilic Medium
ex 29.23 E	6-Acetyl-1,3-benzodioxol-5-ylammonium chloride
ex 29.23 E	Diethyl 1,3-benzodioxol-5-ylaminomethylenemalonate
ex 29.35 Q	2-Chloro-10*H*-dibenz [*b,f*] [1,4] oxazepin-11-one
ex 39.02 CII	Microporous polytetrafluoroethylene film, not less than 30 cm in width and weighing not more than 22.4 g/m²

Other member states' requests. The EEC commission has notified the department of the following requests for new suspensions. Apart from horse-radish of 07.01 GIII, on which a temporary reduction of the CCT to 7 per cent is requested, total suspension of the CCT is sought in each instance.

CCT heading no.	Description
07.01 GIII	Horse-radish, fresh or chilled
08.05 AII	Almonds, other than bitter
ex 28.05 CI	Mischmetal
ex 28.21	Chromium dioxide
ex 28.31 C	Lithium hypochlorite
ex 29.08 AIIIc	1,2-Bis (2,4,6-tribromophenoxy) ethane
ex 29.36	Toluene-4-sulphonamide
ex 29.36	Mixture of toluene-2 and 4-sulphonamides
ex 39.02 CXIVa	Copolymers of ethylene and propylene containing not less than 3.8 per cent and not more than 4.2 per cent of ethylene by weight, in one of the forms mentioned in note 3(b) to Chapter 39
ex 70.20 B	Glass-fibre yarns, with a filament diameter of not less than 2.0 and not more than 4.0 micrometres, for the manufacture of carpets
ex 88.05 B	Cockpit procedure trainer

The department will wish to take account of UK interests in making its views known to the EEC before decisions are taken whether to extend suspensions or grant the proposed new suspensions. UK producers of the goods in question or of like or competing products are entitled to object where they consider that they are able to supply the whole or the greater part of the needs of the community and that their interests would be adversely affected by the loss or reduction of community preference on their exports to other member states.

Producers wishing to object to extension of suspension on the goods listed in the first table above, or to the granting of new suspensions of the CCT on the goods listed in the other tables should provide as much as possible of the following information:

1 estimated community (nine countries including the UK) demand in 1978 and 1979;
2 estimated UK demand in 1978 and 1979;
3 UK production expected to be available in 1978 and 1979 for:
3.1 the UK market in 1978 and 1979;
3.2 the rest of the community in 1978 and 1979;
3.3 exports to other countries in the same years.

Representations should be made in writing and sent to the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, so as to arrive not later than 23 June 1978.

Inquiries: 01-215 3576.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

GSP: restoration of normal duties

In *Trade and Industry* of 9 September and 16 December 1977 information was given about the generalised tariff preference scheme (GSP) for 1978. Details of the scheme can be found in the *Official Journal of the European Communities* L324 of 19 December 1977.

Under the GSP the restoration of normal duties (after the exhaustion of the UK quota shares, the reaching of butoirs, UK maximum amounts, ceilings and inner ceilings) may occur at short notice. Importers wishing to be sure whether the preferences are still available should contact HM Customs and Excise at King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570. (Parts 10B and 11 of HM Customs tariff relate to GSP and tariff quota arrangements).

It is intended to continue the practice of publishing in *Trade and Industry* a monthly summary based on the latest available information from HM Customs. However, importers can always obtain more up-to-date information from HM Customs; even then, of course, no assurance can be given that the preference will still be available when imported goods are cleared for home use; the normal rates of duty may have been restored in the meantime. HM Customs have stated that the position on the restoration of normal duties at 15 May is as follows:

I TARIFF QUOTAS AND SPECIAL CEILINGS

Tariff heading		Description of goods	Customs quota reference	Date UK quota share exhausted	Community butoir or where applicable UK maximum cumulative amount (ma) reached: duty re-imposed
ex 31.05	)s/c)	Fertilisers	1456	—	29.4.78 Yugoslavia
39.03	BII (s/c)	Cellulose nitrates	1529	—	14.2.78 Yugoslavia
ex 41.02	B	Bovine cattle leather	1545	8.3.78	18.4.78 Argentina
42.02	B	Travel goods:			
		of other materials	1596	17.1.78	14.3.78 South Korea 18.4.78 Hong Kong
42.03	A	Articles of apparel	1618	17.2.78	14.3.78 South Korea
	BII	of leather or of			
	BIII	composition leather			
	C				
51.04		Woven fabrics of man-made fibre	3465	12.4.78	6.1.78 South Korea
55.05	BII	Cotton yarn not put up for retail sale: Other:			
		Measuring per single yarn per kg			
		14 000 m or less	6216	—	6.1.78 Brazil
		14 000-40 000 m	6224	—	23.3.78 Brazil
		40 000-80 000 m	6232	—	16.1.78 Mexico 26.1.78 Colombia 29.3.78 Brazil
		80-120 000 m	6259	—	4.4.78 Peru
55.09		Other woven fabrics of cotton			
	AI	of a width of less than 85 cm	3686	6.1.78	—
	AII	85 cm-115 cm	3694	6.1.78	18.4.78 India 7.1.78 Brazil
		115 cm-165 cm	3708	6.1.78	7.1.78 Brazil 7.1.78 South Korea
		more than 165 cm	3716	6.1.78	—
		other than bleached	3724	6.1.78	7.1.78 Colombia
	B	Other	6313	6.1.78	18.4.78 South Korea
56.05	A	Yarn of man-made fibre	3821	6.3.78	6.1.78 South Korea 24.3.78 Malaysia
56.07	A	Woven fabrics of synthetic textile fibre	3856	6.1.78	24.3.78 Malaysia 24.3.78 Thailand
	B	Woven fabrics of regenerated textile fibres	6372	—	10.2.78 South Korea
58.04		Woven pile and chenille fabrics	6437	6.1.78	
58.05		Narrow woven fabrics	6453	21.2.78	
58.10		Embroidery	6488	6.1.78	
ex 59.04		Twine, cordage and ropes			
		of sisal	4002	—	24.3.78 Mexico
		of synthetic textile fibres	4029	—	20.4.78 Philippines
		other	4037	—	20.4.78 Philippines
60.02	(s/c)	Gloves, mittens and mitts	6631	—	22.4.78 Thailand
60.02	(s/c)	Gloves, mittens and mitts	6658	6.1.78	
60.03		Stockings	6666	—	6.1.78 South Korea
60.04		Under garments	6682	24.2.78	21.2.78 South Korea 29.4.78 India
60.05		Outer garments	6712	30.1.78	6.1.78 South Korea
61.01		Men's and boys' outer garments	6747	14.2.78	6.1.78 South Korea 13.1.78 Yugoslavia
61.02		Women's, girls', infants' outer garments	6763	6.1.78	24.3.78 India
61.03		Men's and boys' under garments	6798	2.2.78	6.1.78 South Korea 18.4.78 India
61.04		Women's, girls', infants' under garments	6828	1.3.78	
61.05		Handkerchiefs	6844	6.1.78	18.4.78 India 4.3.78 South Korea
61.09		Corsets etc	6879	15.2.78	17.2.78 South Korea
62.02		Bed linen, table linen etc	6909	6.1.78	24.3.78 India
62.03	BIa)	Sacks and bags of a kind use for the packing of			
	ex b)	goods	6933	6.1.78	
	ex II		6925 (s/c)	22.4.78	
64.01		Footwear	4479	6.1.78	17.2.78 South Korea 18.4.78 Hong Kong
64.02		Footwear			
	A	With uppers of leather	4231	27.2.78	18.4.78 Brazil
	B	Other	4258	6.1.78	14.3.78 South Korea
69.08		Glazed setts . . . wall tiles	7181 (s/c)	—	14.1.78 South Korea
71.16	(s/c)	Imitation jewellery	4428	—	14.2.78 Hong Kong
73.08		Iron and steel coils for re-rolling	4533	—	7.2.78 South Korea
85.01	AII (s/c)	Generators, motors etc	4886	—	16.5.78 Yugoslavia
85.10	B (s/c)	Portable lamps	4908	—	4.2.78 Hong Kong
85.15	AIII	Reception apparatus	4916	25.1.78	15.1.78 South Korea
	CIII				18.4.78 Hong Kong

continued on page 472

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions, Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agriculture policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Wine. Regulation (EEC) 993/78 amending regulation (EEC 2223/70 waiving the countervailing charge on imports of certain wines originating in and coming from certain third countries. (*Official Journal* L 129, 18 May 1978).

Milk and milk products. Regulation (EEC) 998/78 fixing the target price for milk and the intervention prices for butter, skimmed-milk powder and Grana Padano and Parmigiano Reggiano cheeses for the 1978-79 milk year. (*Official Journal* L 130, 18 May 1978).

Regulation (EEC) 999/78 fixing the threshold prices for certain milk products for the 1978-79 milk year.(*Official Journal* L 130, 18 May 1978).

Regulation (EEC) 1000/78 amending regulation (EEC) 823/68 about the conditions for the entry of cheeses falling within certain tariff headings, and regulation (EEC) 950/68 on the common customs tariff. (*Official Journal* L 130, 18 May 1978).

Regulation (EEC) 1001/78 amending regulation (EEC) 1079/77 as regards the amount of the co-responsibility levy in the milk and milk products sector. (*Official Journal* L 130, 18 May 1978).

Regulation (EEC) 1024/78 concerning measures to expand the market in community milk products outside the community. (*Official Journal* L 132, 20 May 1978).

Regulation (EEC) 1025/78 amending regulation (EEC) 685/69 on detailed rules of application for intervention on the market in butter and cream. (*Official Journal* L 132 20 May 1978).

Cattle, beef and veal. Regulation 995/78 fixing the guide price and the intervention price for adult bovine animals for the 1978-79 marketing year. (*Official Journal* L 130,18 May 1978).

Regulation (EEC) 996/78 continuing for the 1978-79 marketing year the premium for the slaughter of certain adult bovine animals provided for in regulation (EEC) 870/77. (*Official Journal* L 130, 18 May 1978).

Regulation (EEC) 997/78 granting a premium for the birth of calves during the 1978-79 marketing year. (*Official Journal* L 130, 18 May 1978).

Regulation (EEC) 1026/78 amending regu-

Tariff heading/Description of goods			Customs quota reference	Date UK quota share exhausted	Community butoir or where applicable UK maximum cumulative amount (ma) reached: duty re-imposed
85.21	D E	Diodes and transistors	4924	14.4.78	
85.23	(s/c)	Electric cable	4932	—	18.4.78 Yugslavia
87.14	BII (s/c)	Trailers and semi-trailers	4975	—	14.3.78 Yugoslavia
90.05	(s/c)	Refracting telescopes	5016	—	31.1.78 South Korea
94.01	B	Chairs and other seats	5067	—	20.4.78 Yugoslavia
94.03		Other furniture and parts thereof	5075	—	20.4.78 Yugoslavia
97.02	(s/c)	Dolls	5105	—	31.1.78 Hong Kong
97.03	(s/c)	Other toys	5172	—	4.2.78 Hong Kong
97.05	(s/c)	Carnival articles	5202	—	17.4.78 Hong Kong
98.15	(s/c)	Vacuum flasks	5229	—	18.4.78 South Korea

s/c denotes special ceiling.

II CEILINGS

Tariff heading/Description of goods			Date of restoration of duties	
			From all sources	From particular sources (inner ceilings)
27.10	AIII	Petroleum oils	—	30.4.78 Romania
	BIII	Petroleum oils	—	7.4.78 Libya
ex 28.42	AII	Carbonates and percarbonates	—	30.4.78 Romania
ex 29.35	Q	Melamine	—	16.4.78 Mexico
ex 40.11		Inner tubes and tyre cases for cycles	—	7.4.78 South Korea
41.03	BII	Sheep and lambskin	30.4.78 (except group C)	
41.04	BII	Goat and kidskin leather	—	7.4.78 India
42.03	BI	Leather gloves	—	7.4.78 Hong Kong
44.11		Fibre building board	—	6,5,78 Brazil
ex 46.02		Plants and plaiting material	—	10.3.78 South Korea
55.06		Cotton yarn, put up for retail sale	—	15.1.78 Yugoslavia
59.05		Nets and netting	—	10.3.78 Philippines
			—	20.3.78 South Korea
61.10		Gloves, mittens and mitts	4.3.78	15.1.78 Hong Kong
62.04		Tarpaulins, sails, awnings	—	15.1.78 South Korea
ex 62.05		Other made-uo textile articles	10.3.78	29.1.78 South Korea
66.01		Umbrellas and sunshades	—	24.2.78 Hong Kong
70.12		Glass inners for vacuum flasks	—	19.2.78 Yugoslavia
82.09	A	Knives	—	16.1.78 South Korea
				6.5.78 Hong Kong
82.14	A	Spoons, forks etc of stainless steel	4.3.78 (except group C)	16.1.78 South Korea
97.04		Equipment for parlour	—	10.4.78 Hong Kong

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO, or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

New legislation

continued

lation (EEC) 2182/77 as regards certain detailed rules for the sale of frozen beef from intervention stocks for processing in the community. (*Official Journal* L 132, 20 May 1978).

Regulation (EEC) 1029/78 amending regulation (EEC) 610/77 on the determination of prices of adult bovine animals on representative community markets and the survey of prices of certain other cattle in the community. (*Official Journal* L 132, 20 May 1978).

Cereals and rice. Regulation (EEC) 1031/78 laying down detailed rules for imports of rice to Réunion. (*Official Journal* L 132, 20 May 1978).

EEC-China trade agreement

Trade and Industry, 14 April page 73 contained a notice about the trade agreement between the EEC and China which was signed on 3 April. The text of this agreement has now been published, as regulation (EEC) 946/78 in the *Official Journal of the European Communities* L 123, 11 May 1978.

Copies of the *Official Journal* are available from HMSO price £1.20 plus postage.

Imports from non-member states

The *Official Journal* L123, 11 May 1978 contains the texts of the following decisions:

Decision 78/421/EEC authorising France not to apply community treatment to handkerchiefs, falling within heading ex 61.05 of the common customs tariff, originating in the People's Republic of China and in free circulation in the other member states.

Decision 78/422/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to drawn or blown glass, falling within heading ex 70.05 of the common customs tariff, originating in Albania, Bulgaria, Hungary and Romania and in free circulation in the other member states.

Decision 78/423/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to women's, girls' and infants' woven overcoats, raincoats and other coats, cloaks and capes, jackets and blazers (other than coats of impregnated, coated or covered or laminated woven fabric, falling within heading 59.08, 59.11 or 59.12) of wool, of cotton or of man-made textile fibres, falling within subheading ex 61.02 B of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/424/EEC authorising France not to apply community treatment to jerseys, pullovers, slip-overs, twinsets, cardigans, bedjackets and jumpers, of wool, cotton or of man-made textile fibres, falling within subheading ex 60.05 A of the common customs tariff, originating in Taiwan and in free circulation in the other member states.

Decision 78/425/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to blouses and shirt-blouses, knitted or crocheted (not elastic or rubberised) or woven, for women, girls and infants, of wool, of cotton or of man-made textile fibres, falling within subheading ex 60.05 A II or ex 61.02 B of the common customs tariff, originating in the Philippines and in free circulation in the other member states.

Decision 78/426/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to women's, girls' and infants' woven and knitted or crocheted dresses, of wool, of cotton or of man-made textile fibres, falling within subheading ex 60.05 A II or ex 61.02 of the common customs tariff, originating in the Philippines and in free circulation in the other member states.

Decision 78/427/EEC authorising France not to apply community treatment to bed linen, table linen, toilet linen and kitchen linen, falling within heading ex 62.02 of the common customs tariff, originating in the People's Republic of China and in free circulation in the other member states.

You need to keep ahead

If you are in business you need to know the facts.

Every Friday, *Trade and Industry* brings you up-to-date information. It can help you keep ahead.

If you're not reading the current copy of *Trade and Industry* you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.

Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of *Trade and Industry*.

Ring our Circulation controller on 01-215 5021 and ask about an additional subscription. Or simply clip the coupon on our Reader Services page towards the end of the magazine.

Overseas trade news

Employment practices in South Africa: the government's guidance

Maintain the best employment practices and be seen to do so, is the advice given in a white paper on the code of conduct for companies with interests in South Africa (Cmnd 7233), published on 25May.

The white paper urges UK companies to promote and adopt the EEC code of conduct and gives explanatory guidance on labour relations within a company; migrant labour; pay; wage structure and black African advancement; fringe benefits; desegregation at places of work.

Edmund Dell, Secretary of State for Trade, has written to some 350 British companies with South African interests commending the code to them and asking their help and co-operation in putting it into practice.

United Kingdom companies with 50 per cent or more of the equity of a South African company are asked to publish each year a detailed and fully documented report on progress made in applying each article of the code. A copy of the report should also be submitted to the government.

In his letter, Mr Dell said that many British companies took considerable pride in the record of their South African subsidiaries in employment matters. 'I therefore very much hope that, when the governments of the Nine come in due course to make their first initial annual review of progress, the material published by British companies will reflect not only the considerable results which have been achieved, but also the continuing determination of British companies to do all they can to foster the best employment practices in South Africa.'

Firms with minority holdings are asked to use their influence to have the code put into effect and to publish in the UK and provide to the government as much information as possible on the policies and practices of their South African affiliates. Less detail is also called for from companies employing fewer than 20 black Africans.

The new code replaces an earlier code of practice published by the government in 1974 and places greater emphasis on industrial relations and collective bargaining.

Summary of white paper

The white paper states that companies are not asked to act contrary to South African law.

Relations within the undertaking

The EEC code

☐ Companies should ensure that all employees irrespective racial or other distinction are allowed to choose freely the type of organisations to represent them.

☐ Companies should allow collective bargaining with organisations freely chosen by the workers in accordance with internationally accepted principles.

☐ Companies should see that black African employees are free to form or to join a trade union.

☐ Companies should offer trade union officials representative status on works or liaison committees without prejudice to the development or status of trade unions or of their representatives.

The white paper

Companies are not asked to promote, set up, or do the job of trade unions. They should however make it known to employees that consultations and collective bargaining with organisations freely chosen and representative of employees are part of company policy. The wishes of black African employees on the form of representation could be ascertained by ballot. This could involve the employer in relationships with a non-registered trade union. South African law does not prevent this.

The white paper suggests as guidelines international labour conventions on freedom of association, on the right to collective bargaining, and on protection and facilities for worker's representatives.

Practical steps employers can take include a commitment to no victimisation for trade union membership or taking part in union affairs; reasonable time off without loss of pay or fringe benefits for union business; access to management; permission to enter workplaces and to collect union dues; provision of information; arrangements for stop-order facilities for trade union benevolent funds; training in industrial relations procedures; willingness to meet trade union officials; permitting union meetings on company premises.

Migrant labour

The EEC code

☐ Companies should alleviate as much as possible the effects of the existing migrant labour system.

☐ Companies should help to ensure freedom of movement for black African workers and their families.

The white paper

The 'migrant labour system' applies to black Africans who are temporarily working away from their homelands. Examples of action which companies can take include: advice and assistance to workers with problems such as influx control infringements; allowing reasonable periods of regular paid leave and financial assistance to and from the homeland; seeing that black Africans are comfortably housed and well fed; working within employers' associations to improve hostel conditions; devising procedures for family remittances and for savings; making maximum use of the 'calling-in card' facility for re-employing, without the usual recruitment process, a migrant worker who has completed a period of approved employment and gone back to his home area for up to one year.

Pay

The EEC code

☐ Companies are asked to assume a special responsibility for pay and conditions of employment for black Africans.

☐ Companies are asked to formulate specific policies aimed at improving terms of employment.

☐ Companies are asked to pay a minimum wage at least 50 per cent above the level necessary to satisfy the basic needs of an employee and his family.

The white paper

Companies should have a positive policy on pay. Special care is needed on the minimum rates in the lowest paid grades. The old poverty datum level (PDL) is no longer a satisfactory reference level, and the minimum called for is at least 50 per cent higher. Wage rates, especially at the lower end of the scale, should be regularly and frequently reviewed. Sources of guidance on pay levels are given.

Wage structure and black African advancement

The EEC code

☐ Companies should adopt the principle of equal pay for equal work.

☐ All jobs within a company should be open to any suitably qualified worker irrespective of racial or other distinction.

☐ There should be development of training schemes for black African employees.

☐ Companies should reduce dependence on immigrant white labour.

The white paper

There is ample scope in South African law for narrowing the pay gap between black and other employees. Companies can arrange in-plant training; use external training courses; and influence employers' associations and others to remove the barriers which prevent black Africans entering apprenticeships.

Fringe benefits

The EEC code

☐ Companies should concern themselves with the living conditions of their employees and families.

☐ Companies could set aside funds for use in housing, transport, leisure, health and

advisory services, pensions, education, accident insurance and other measures of social welfare.

The white paper

Other action companies could take includes financial contributions to institutions and organisations for the welfare of non-whites, from literacy programmes to university bursaries; representations to local housing authorities; siting company works where employees could continue to live in their own houses; providing assistance with house purchases; seeing that pension benefits for black workers are comparable to those for white, but tailored to their special needs. Response should be urgent in cases of death or injury arising out of employment.

Desegregation at places of work

The EEC code

☐ Employers should do everything possible to abolish any practice of segregation at work, in canteens, sports activities, education and training and ensure equal working conditions for all their staff.

The white paper

Employers with a pragmatic approach can move towards common facilities for all races and the progressive elmination of segregation, as some have already done with no complaints or repercussions, even though some provisions exist in South African law, including by-laws. A tactful and gradual approach may be best, such as replacing signs of a racial nature by international ones or providing separate canteens by type of staff (eg 'salaried' and 'hourly paid'), not by race.

Reports on implementation

Companies with 50 per cent or more of the equity of a South African company are asked to publish each year a detailed and fully documented report on progress made in applying the code. A copy of the report should be submitted to the government, covering progress on each aspect specified in the code. Firms with minority holdings are asked to use their influence to have the code put into effect and to publish in the UK and provide to government as much information as possible on the policies and practices of their SA affiliates. Guidance on how to prepare these reports is given in the white paper, including a specimen reporting format. Less detail would also be required from companies employing fewer than 20 black Africans.

Reports should be provided for the 12 months ending 30 June 1978 onwards. They need not form part of the UK parent company's annual report, but their public availability should be announced in them.

BOTB chief executive *praises export effort*

Today's exports are tomorrow's jobs, according to Jim Wilks, chief executive of the British Overseas Trade Board, who visited three firms in Buckinghamshire and Hertfordshire on 24 May.

Speaking to the 600 staff at the Bifurcated and Tubular Rivet Co Ltd (BTR) about the Export United campaign, Mr Wilks stressed the importance of their exporting effort.

'It is, after all,' he continued, 'the linking between exports and jobs upon which this country's future will depend.'

At Chippy Heath Furniture, High Wycombe, and Osro Ltd, Hemel Hempstead, the first company to sign an agreement with the BOTB under the new market entry guarantee scheme, he discussed the companies' export performances with management and shopfloor staff.

Over 700 firms seek overseas sales in June

Over 700 British firms, supported by the British Overseas Trade Board, will take part in 24 overseas trade fairs in 15 countries in June. Capital goods being promoted include oil and offshore equipment and services, packaging machinery, wire and cable-making equipment, railway and furnace equipment, machinery for the pulp and paper industries, and cranes. Consumer goods range from gardening tools, foodstuffs and publications, to medical products and musical instruments.

The largest joint venture, of over 200 firms exhibiting on 97 stands, will be the Poznan international technical goods fair from 11 to 20 June.

At the international shipping exhibition, 'Posidonia', in Athens from 5 to 10 June, Britain will again be the largest foreign Exhibitor, with 54 companies taking part – compared with 36 in 1976, when this biennial event was last held.

An all-British industrial and scientific technology exhibition, organised by the BOTB, will take place in Seoul from 5 to 10 June at which a total of 47 companies will exhibit some of Britain's most advanced technology in scientific instrumentation, medical equipment, special tooling and metrology equipment.

A large British contingent of 59 companies exhibiting packaging machines and packaging materials, will also be present at the Dusseldorf fair, 'Interpack', from 8 to 11 June.

At the first Latin American offshore technology exhibition, 'Offshore Brazil', in Rio de Janeiro from 27 to 30 June, 27 British companies will present a comprehensive range of products and services used in the construction and operation and maintenance of offshore installations.

Missions programme

In addition to assisting over 700 firms to exhibit abroad, BOTB will give practical help to 19 outward missions involving representatives of 251 firms visiting 20 countries, and nine inward missions with about 130 members from 43 countries who will visit 99 British companies. The board will also support a retail store promotion in British Columbia from 26 June to 31 July.

Textiles on show in Frankfurt

Products especially made for export were the main feature of British clothing manufacturers' exhibits at the Frankfurt international trade fair for clothing textiles, 'Interstoff', from 28 to 31 May.

The products presented by a joint venture group of 108 companies, backed by the British Overseas Trade Board and sponsored by the National Wool Textile Export Corporation, reflected the fact that the EEC countries account for 40 per cent of British wool exports. They included cloths, colours and designs aimed specifically at the western European market and, as the Middle East countries, Hong Kong, Japan, Singapore and the United States are now very large and important market areas for the British clothing textile industry, lightweight suitings and materials suitable for hot climates.

During 1977, textiles ranked as Britain's seventh largest export and worldwide sales amounted to over £1,147 million. Exports to the Federal Republic of Germany alone came to £104 million.

ECGD insures nearly £13,000m of UK exports

Provisional figures released on 25 May showed that during the year ending 31 March 1978, the Export Credits Guarantee Department insured UK exports to the value of £12,912 million – a rise of 10.1 per cent over the previous year's £11,728 million. There was a net increase of nearly 1000 in the number of ECGD policyholders – from 10 738 at the end of March 1977 to 11 700 at the end of March this year. Claims paid to exporters by ECGD totalled £89.2 million, a 41 per cent increase over the previous year's total of £63.1 million.

Of the £89.2 million paid out in claims, £33.2 million was in respect of buyer risks (insolvency and default) compared with £32.1 million in 1976-77. Country risks such as transfer delays were given £56 million – £30.1 million in the previous year. The balance of claims paid in 1976-77 represents net payments made under related bank guarantees. Short-term business – up to six months credit – accounted for £53 million of total claims paid (£29.8 million previously).

Recoveries for the year were £30.9 million (£27.1 million). Premium income totalled £92.8 million (£93.8 million). The 1977-78 figures show that ECGD insured some 34 per cent of total exports, compared with 38 per cent in 1976-77. The percentage fluctuated between 30 and 36 per cent over the previous decade.

EGGD statutory return

The Export Guarantees Act 1975 as amended is the principal legislation under which the Export Credits Guarantee Department (ECGD) operates. In insuring new UK investment overseas against certain non-commercial risks it operates under the Overseas Investment and Export Guarantees Act

1972. The report to end March 1978, below, lists commitments under the 1975 act as amended, and under the 1972 act.

COMMITMENTS UNDER THE EXPORT GUARANTEES ACT 1975 AS AMENDED BY THE INTERNATIONAL FINANCE, TRADE AND AID ACT 1977

New guarantees and liabilities in quarter ended 31 March 1978

The aggregate amount of new guarantees issued involving sterling liabilities under the 1975 act amounted to: £770 million under section 1, £309 million under section 2(1), and the *aggregate amount of new liabilities incurred under section 5 of* the act was £17 million; a total of £1,096 million.

The aggregate amount of new guarantees involving foreign *currency liabilities amounted to: SDR 33 million under section 1* and SDR 178 million under section 2(1); a total of SDR 211 million.

These represented ECGD's maximum liabilities under new guarantees issued during the quarter. The continuing validity of many guarantees issued prior to the quarter is not reflected *here, but is covered in the liabilities totals below.*

Amounts recorded against ECGD's statutory limits as at 31 March 1978

Total outstanding sums recorded against the sterling limit of £25,000 million under section 6 amounted to £20,326 million.

The following items are taken into account:

1 Liabilities in respect of guarantees under section 1 – £12,914 *million.*
2 Liabilities in respect of guarantees under section 2(1) – £5,602 million.
3 *Amount of principal monies due under arrangements made* under section 2(2) £ nil.
4 Amount of principal monies outstanding in respect of loans *made under section 3(1) – £1,871 million.*
5 Sums paid in respect of securities acquired and for the time being held under section 4 – £151 million.
6 *Liabilities in respect of arrangements made under section* 5 – £60 million.

The aggregate of 1 to 6 above will exceed the total liability to *the extent that guarantees to banks may have been given under a different section from the related credit insurance guarantees.* Total outstanding sums recorded against the SDR limit of *10 000 million SDR under section 6 amounted, after revaluation, to SDR 924 million.*

The following items are taken into account:

1 Liabilities in respect of guarantees under section 1 – SDR 252 million.
2 Liabilities in respect of guarantees under section 2(1) – SDR *672 million.*
3 Amount of principal monies due under arrangements made under section 2(2) – nil.

Notes

Guarantees are given under section 1 after consultation with *the Export Guarantees Advisory Council. Guarantees under* section 2(1) are those given in the national interest.

Section 2(2) enables ECGD to provide financial facilities (eg *to make payments to match foreign competition on unusual* credit terms and to enter into foreign currency loans should the need arise).

Section 3(1) enables ECGD to refinance banks which make sterling finance available on special fixed interest rates for exports sold on credit terms of two years or more.

Section 4 enables ECGD to make finance available to acquire, hold and dispose of securities. This was used to provide aid loans before this function was transfered to the Ministry of Overseas Development.

Section 5 enables ECGD to give cost escalation cover.

OVERSEAS INVESTMENT AND EXPORT GUARANTEES ACT 1972

Liabilities in quarter ended 31 March 1978

During the quarter the aggregate amount of liabilities incurred was £4 million. This represents ECGD's maximum liabilities under agreements entered into during the quarter.

Amounts recorded against ECGD's statutory limit as at 31 March 1978

Total outstanding sums recorded against the limit of £250 million *under section 2(4) of the 1972 act amounted to £71 million.*

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1683: Imports of bananas from the dollar area

To offset expected shortfalls in supplies of fresh bananas to the UK from other sources, a *further supplementary quota of 1250 tonnes* has been established for imports from the dollar area.

In order to ensure continuity of imports, the *supplementary quota will be allocated between* existing licence holders, having regard to the use they made of their allocations under the quotas for 1976-77

Import licences will be issued to importers *against their allocations only for those* amounts for which they can produce evidence *of a firm contract with the overseas supplier.* Licences issued under these arrangements will be valid for three months.

As announced in notice to importers 1635 (*Trade and Industry*, 23 September 1977), the final stage of 200 tonnes of the basic quota for fresh bananas from the dollar area will be issued from 1 June 1978.

Import licences will be issued to importers up to the amount which they were allocated for *the first stage on production of evidence of a* firm contract with the overseas supplier. *Applications, on form ILB/A, accompanied by* evidence of contract should be sent to reach Ministry of Agriculture, Fisheries and Food, Tropical Foods Division, 29 Bressenden Place, London SW1E 5DD, not later than 23 June 1978.

Inquiries: Ministry of Agriculture, Fisheries and Food, tel. 01-828 4366 ext. 1163/1355.

JAPAN

DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of partner hunting and negotiations with Japanese manufacturers in the above sectors, we are pleased to offer our specialised services, which also include market research.

G. INOUYE, Managing Director
RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8023/5. Telex: J26847 (Raydenco). Cables: Raydenco, TOKYO

Brantford International Ltd.
A member of the Furness Withy Group
HEAD OFFICE: Regal House, [illegible] Street, Barking, Essex IG11 8EY. 01-594 7181
Branches in U.K.: London, Avonmouth, Birmingham, Bristol, Dundee, Felixstowe, Glasgow, Hull, Leeds, Leith, Liverpool, Manchester, Middlesbrough, Newcastle, Northampton, Sheffield, Southampton, Stoke, Thetford

Conventional or Containerised Services (FCL & LCL) to destinations worldwide.

TIR Trailer Services to Europe & Scandinavia (full load & Groupage).

Regular Services to *Middle Eastern destinations.*

Air Cargo Arrangements – *(including Charter)*

Consular & Customs Documentation.

Import Customs Clearances.

Port Agents & Loading Brokers.

Warehousing & Distribution.

For a comprehensive, efficient service in freight.

– You've got to hand it to Brantford,

the people of note in Freight Forwarding

MFAs and the growth of trade in textiles

Five months ago, talks on the renewal of the Gatt multifibre arrangement opened in Geneva, and the protocol for renewal has since been signed by the EEC and 34 other countries. At the same time, the EEC council of ministers approved the results of the bilateral negotiations between the European commission and the low-cost supplying countries. These came into force on 1 January this year. With the multilateral trade negotiations – in which textile products are very much involved – due for agreement in the main in July, Edmund Dell, Secretary of State for Trade, gives a review of the position of textiles in world trade. He was speaking to the British Textile Confederation Conference on 25 May.

'A successfully renegotiated MFA implies that as between the developed and developing worlds we will have agreed a programme for the orderly growth of trade in textiles,' Mr Dell said.

But to achieve this growth, said Mr Dell, the United States would have to improve its offer on textile tariffs.

'In textiles, developed countries have been protectionist to different degrees. The UK has long been among the most open to imports of low-cost textiles and continues to be,' he went on. 'On the other hand, the United States has long been among the most closed both to low-cost and, indeed, to higher-cost imports. International trade depends on international negotiation intended to achieve mutual satisfaction and advantage.

'But if we are to reduce further our already moderate tariffs,' Mr Dell said, 'we do expect to see something like reciprocity by means of reductions in the very high tariff which still protects some parts of the United States market. I hope we will be reassured about American intentions in the near future. Certainly, I know that the UK industry is waiting anxiously for reassuring news about American intentions in this respect.'

Mr Dell went on that there was, for example, increasing objection in the UK to competition from countries, often developed countries or the more developed of the developing countries, which, even if they allowed access, did so on less favourable conditions than was permitted to entry into the UK. That was one reason why the UK was a strong supporter of a harmonising formula as the basis of the tariff cuts to be made in the MTNs.

'I know that there is concern in the USA about European competition in textiles. But in view of the overriding importance that the American adminstration gives to success in the MTNs, in view of the emphasis they place on competition in so many fields in which they are more confident as to their competitiveness, I hope that they will improve this and indeed other parts of their tariff offer.'

There was obviously implicit in these interventions in the flow of trade, a determination by most developed countries to maintain some domestic textile industry whatever the competitive circumstances, he said.

'In reality,' he continued, 'the regulation of trade in textiles has not simply been concerned with protecting developed country industries against developing country industries. That has certainly been the main intention of developed countries but regulation is seldom as simple as that. It has been concerned also with allocating the available developed country market among developing country producers, and in that way has protected some of the less efficient developing country textile industries against some of the more efficient.

'This is not what is usually meant when developing countries accuse the EEC of protectionism. But it is a facet of protectionism from which under the MFA some of them benefit, and those developing countries which do benefit thereby acquire a vested interest in the preservation of a mechanism such as the MFA. Indeed, in the recent renegotiation of the MFA, this element of developing country protection has been taken further by the decision of the EEC to allocate access to the European market, in part on the basis of advantage to the poorest. In accordance with this approach, some developing country suppliers were asked to accept less favourable access conditions so that suppliers in other poorer developing countries could have more favourable access conditions.'

Thus arrangements such as the MFA create a number of vested interests, he said. Some of the weaker textile industries in the low-cost countries equally had a vested interest in their supply quotas and in the maintenance of these supply quotas against other lower-cost competition. 'Once we organise a world market, the effects are likely to spread far beyond the original apparent intentions,' said Mr Dell.

'Consideration of this question leads not surprisingly to the conclusion that there is no question of principle, no special feature about textiles, which justifies protection for this one industry, but which would exclude extension of methods similar in result if not in application, to other industries,' he said. 'It is in short a question of pragmatism rather than principles.'

Developed countries, he said, had been more anxious to protect textiles because their textile industries had been longer under attack. They were more anxious to protect textiles now than before, because their problems of unemployment and of adjustment to powerful competition were greater.

'So one has to conclude that the only thing special about developing country textile exports are their primacy in time as a source of anxiety to developed country competitors; and that there is no guarantee that the case of textiles can be kept a special case if comparable circumstances arise in other industries.'

There was a strong developed country interest in maintaining the open trading system, Mr Dell said. 'I offer my three Cs as reasons for this strong interest. The first C is competition. Competition in international trade can yield productive dividends through greater efficiency and specialisation. The second C is the consumer. The consumer benefits from the variety of choice which freer international trade brings him. The third C is civilisation. The open trading system is a more civilised form of economic and commercial relationship between nations.

'But despite these three Cs, the open trading system is in peril,' Mr Dell continued, 'and to ensure its survival certain conditions have to be created among which, though not exclusive, are conditions of acceptable reciprocity, of reasonable balance, and of time available to adjust to new competition. Above all, there is the condition of a more rapidly expanding world market. To the extent that these conditions are not met the system is in peril.

'I have a great deal less doubt about the UK textile industry, than I might have with some other industries, that it will fully exploit the advantages the MFA offers it. These advantages consist not just of a more protected market at home but also of a more protected market in Europe.

'I hope these facts will provide it with the confidence to invest, to expand, to sell. My confidence in the UK textile industry arises because of its recent record in sales, in investment and in technology, often under rather unfavourable circumstances. But it faces this challenge and it must not fail. Certainly we will strive within the MTNs to add to these other opportunities a larger American market.'

MFA: facts and figures

☐ The EEC council of ministers gave its approval on 20 December 1977 to new bilateral restraint arrangements negotiated with low-cost supplying countries.

☐ The council also agreed to the renewal of the Gatt multifibre arrangement – the MFA – for a further four years from 1 January 1978.

The most important features of the new MFA agreements are:

☐ Global limits for the eight most sensitive products, which account for 60 per cent of UK low-cost imports. These should have the effect of maintaining import penetration at about its present level.

☐ More comprehensive quota coverage for other products. Details were set out in a notice to importers 1649, published in *Trade and Industry* on 6 January. Quota coverage overall is about 90 per cent compared with 70 to 80 per cent under the previous bilateral agreements.

☐ Growth rates which in general vary according to the level of import penetration, ie the higher the import penetration the lower the growth rate. For sensitive products-growth will be lower than the MFA minimum of 6 per cent.

☐ Quotas based in general on 1976 trade levels and not on previous quota levels which in many cases were under-used.

☐ Safeguards to introduce new quotas if required when imports of unrestrained products reach specified levels.

☐ One hundred and twenty new separate product categories (compared with about 60 in the past) which will be common to all agreements. This should make quota evasion more difficult. Details of the new categories were given in a notice to importers 1644, published in *Trade and Industry* on 25 November 1977.

☐ Less scope for transfer of quantities between quotas and between quota years. In particular, no carryover of unused 1977 quotas into 1978.

☐ Strict monitoring of agreements to be introduced on common basis for all member states.

Background on the MFA renegotiation was published in *Trade and Industry*, 4 November 1977 (page 227), and 27 January 1978 (page 167).

Overseas trade exhibitions

UK firm wins 'emeritus award' at OTC

From F. Paul Pedersen, British consulate-general, Houston

The world's greatest petroleum industry show – the Offshore Technology Conference (OTC) – again demonstrated its uncanny ability to grow both in physical size and in the quality of the presentation of its technical sessions.

This, the colourful, tenth annual OTC conference and exhibition, showcased some 300 technical papers culled from an estimated 900 applications. On display was more than $100 million worth of offshore industry equipment ranging from valves to subsea completion systems, not to mention numerous models of drilling rigs of every nature – jack-ups, semi-submersibles – as well as various drill ships.

Founded by the Society of Petroleum Engineers at its 1966 convention in New Orleans, OTC has grown from a few thousand delegates at the 1969 inaugural event to become the world's largest and best attended offshore exhibition. Exhibiting companies have mushroomed from 200 to more than 2000, including representatives from 17 nations.

This the colourful, tenth annual OTC con- growth pattern by covering every available square foot of interior display space in both the Astrodome and Astrohall. For the first time the Astroarena was used for an additional 60 000 sq ft. There is little chance of the conference expanding much beyond its present size of about 2000 exhibiting companies.

Exhibitors have now begun to move their larger exhibits out-of-doors. This year's outside exhibition area was some 60 000 sq ft of heavy re-inforced parking lot specially allocated for this purpose. There is perhaps a further 60 000 sq ft available next to the existing outdoor area, but it must be remembered that any exhibits displayed out-of-doors in Houston's sticky climate must be resistant to humidity. The chances of additional exhibitors obtaining space at future shows are therefore very slight.

Attendance at this year's event surprised even the very optimistic expectations of the organisers and some 76 000 people came to OTC 1978 which represents a 12 per cent increase over last year's record crowds.

The conference side of the exhibition has also seen substantial growth since its original conception. This year, technical presentations occupied every available meeting room in the Astrohall complex and by and large these were well-attended by experts with various offshore interests.

This year's British exhibit was the sixth sponsored by the British Overseas Trade Board and the Association of British Oceanic Industries (ABOI) utilising the management services of Overseas Exhibition Services Ltd.

The basic layout of previous years was repeated, although some changes were made in various stand locations. This rearrangement was said to have caused some inconvenience to a few exhibitors but most were again more than satisfied. Our British group sector was again the largest foreign exhibit at the exhibition, both in terms of members and physical size, with 189 individual firms displaying various pieces of equipment and expertise on 84 stands. Many American visitors commented on the professional excellence of the British presence at OTC.

Britain's continuing North Sea refinements of both equipment and services, continue to attract a good deal of attention from the United States and other international oil industry experts who are always interested in the latest developments.

The lengthy tour of the British sector by Senor Diaz Serrano, director general of the Mexican State Oil Company (Pemex), and various other members of his staff from the production, exploration, strategic planning and offshore construction departments of Pemex, was an indication of this interest.

The continuing advances in British engineering capabilities were again recognised by the fact that for the fourth consecutive year a British company has been the recipient of an 'emeritus award' for its innovative engineering contributions to the offshore industry. This year it was the turn of Wharton Engineers with its newly designed quadruple capstan winches. The award is sponsored yearly by the *Petroleum Engineer International* magazine and organised by a committee of senior representatives from the leading oil companies around the world.

Other success stories attributed directly to this year's exhibition include one firm which has decided to open a Houston office. The firm joins some 150 or so other British companies and subsidiaries which are already established in the area.

Another firm indicated that it has made some very important Brazilian connections which it feels certain will result in sales; another British firm has received a very good day-rate contract, for the Gulf of Mexico from a US firm, which is for four months' duration and renewable. Another company, only just recently established itself in Houston, has won a large contract from Santa Fe International for the provisioning of its products to Santa Fe's offshore exploration fleet.

In addition to sponsoring the British contingent as exhibitors, ABOI once again organised a trade mission of about 20 members; it also arranged one of the official lunches. The *Aberdeen Press and Journal* again organised a large group to visit OTC.

The UK offshore industry has made good progress in a short space of time and should now see itself as having the necessary skill and experience to bid for contracts concerned with higher degrees of engineering, surveying, project management, heavy fabrication, the supply of process plant equipment and supply services. Britain suffers in comparison with the Americans from fragmentation, a relatively short track record, a shortage of large pieces of equipment (especially crane-ships and pipe-laying barges) and a surfeit of publicity over late deliveries, not all of which is deserved.

However, association with American groups in North Sea developments has enabled UK companies to gain credibility with the international oil companies and other potential clients by demonstrating their capabilities in one of the most difficult offshore areas so far developed and establishing a history of real success.

I believe there is now a genuine chance for many of the more successful British companies to make even greater progress overseas. In the case of major projects this is most likely to be in association with foreign companies but there is no reason why British-led consortia should not win, on their own merits, important offshore contracts all over the world.

Index–linked enthusiasm by UK exhibitors

From L. W. Zonneveld, British embassy, The Hague

Index, the international exhibition for the non-woven and disposables industry, attracted 3823 visitors to the stands of about 100 international exhibitors from 16 countries in and outside Europe. It was held in the Amstelhal of the RAI exhibition complex, Amsterdam, from 18 to 21 April.

Non-woven and disposable products processed in foils consisting of man-made, synthetic and natural fibres were shown in considerable quantities and varieties. The products displayed were tissues, napkins, hospital products, linings for the clothing industry, filtration material, insulation material for cables and building industry, sheets and table cloths for the hotel, restaurant and catering sectors. Where necessary, these materials were impregnated with a chemical substance which delayed its flammability.

An international congress organised by the European Disposables and Non-wovens Associations (Edana) was held alongside Index during the first three days. Combined national exhibits were staged by Finland and the UK.

The attractively laid-out British joint venture, sponsored by the London Chamber of Commerce and Industry in collaboration with the British Overseas Trade Board, gave room to 10 British firms, not only selling a variety of non-woven textile products but also publications, expertise and know-how in the non-woven field.

The products available on the individual stands ranged from automotive acces-

sories/disposables and propylene fibres to baby-care and hospital disposables.

Americans, Yugoslavs, Belgians and Germans were frequently seen at the British stands. Eighty per cent of all visitors came from outside the Netherlands. The enthusiastic British manufacturers reported that they had had plenty of serious inquiries from manufacturers and agents all over the world.

One exhibitor reported, apart from 200 inquiries, a rewarding amount of business done at the stand.

Index, a very specialised fair, has proved its value again. No doubt a large proportion of the present exhibitors will want to participate again.

Interzoo – 'fantastic'

From R. S. Holmes, British consulate-general, Frankfurt

A record 300 exhibitors took up all the available exhibition space in the Wiesbaden Rhein-Main Halle for the thirtieth Interzoo – international pet trades fair held from 5 to 7 May.

Among the 95 non-German exhibitors from 16 foreign countries, the UK with 36 participants ranked in first place, followed by Italy with 12 exhibitors.

Attendance record

The attendance of 12 000 trade buyers, compared to 8500 at the 1976 event, also broke all previous records. Visitors came from all countries around the globe – from the United States to Australia, Japan and Singapore as well as all European countries, underlining the international world-spanning interest in this event.

Of the 36 British exhibitors, 33 firms took part in a joint venture sponsored jointly by the British Overseas Trade Board and the Pet Trades Association, the latter having an information stand.

The British exhibit, which was prominently sited near the entrance to the exhibition complex, attracted a steady flow of interested buyers to the displays of pet supplies of every kind. These ranged from dog, cat, bird and fish food, aquaria supplies, including pumps and diffusers, and plants, to all sorts of grooming aids, dog and cat collars and leads, as well as coats, carrier bags and bedding, bird cages, veterinary preparations, pet toys and decorative jewellery with animal motifs.

The British stands attracted great attention – even catching the eye of German tv reporters – and were thronged throughout the fair with buyers from all over the world. A considerable volume of orders was booked by practically all British exhibitors and many new accounts were opened. Some participants were particularly pleased with the contracts established with agents and distributors in overseas markets and quite a number actually concluded arrangements for overseas representation during the fair. Most of the firms expect a considerable volume of post-fair business, judging by the number of sample orders booked.

As the president of the Pet Trades Association, Eric Small, said, 'It has been a splendid fair and all exhibitors are satisfied with the results'. Echoing these sentiments, other exhibitors were heard to describe the event as 'best fair ever' and 'fantastic'.

The good business results achieved by exhibitors and the lively attendance from buyers from all over the world clearly indicate that Interzoo has firmly established itself as the leading event of its kind in the world. The next Interzoo is scheduled for May 1980.

UK in important talks at Hanover air show

From M. Whelan, British consulate-general, Hanover

For the first time under its new title, the Hanover air show took place from 26 April to 4 May against a background of politico-commercial activity. In his speech at the opening ceremony, Martin Gruner, Parliamentary State Secretary in the Federal Ministry of Economics, appealed for closer co-operation at a European level on aerospace projects. More specifically, he called for the inclusion of British industry in the Airbus project.

Although British participation at this year's show was lower than in previous years, the UK aircraft industry not only displayed its wares, but was involved in important discussions.

ILA '78 attracted 352 exhibitors from 13 countries occupying some 13 000 m^2 net exhibition space. There was also a static display of 170 aircraft outside the exhibition halls. Britain was the fourth largest foreign exhibitor with 29 companies, 12 of which were on a joint-venture stand sponsored by the Society of British Aerospace Companies (SBAC) supported by the British Overseas Trade Board.

On the whole, the British participants were satisfied with the interest shown in their products and, apart from visits by existing customers, many new contracts were made. A number of overseas official delegations visited the fair including Japanese and Chinese, the latter showing particular interest in British products.

Among the prominent visitors to the show was Gerald Kaufman, Minister of State, Department of Industry. Accompanied by the consul-general in Hanover, Alan Mason, he visited exhibitors from British firms and from European projects in which the UK participates, for instance Panavia, Turbo-Union and the European Space Agency. He also had informal exchanges of views with senior representatives of the German Air Industry Association and Airbus Industrie.

As always, the emphasis at the Hanover air show was on the general aviation side (ie business, training, sporting aircraft) and it was from this sector that there were reports of completed deals.

Flying displays were a major part of the show, which was open to the public on all nine days. The fact that two public holidays fell within this period helped boost attendance figures to around 220 000. The record for a single day was broken on the last day when 60 000 were present to see the Red Arrows aerobatic team give its usual immaculate display. Other types of RAF aircraft on display included the Harrier, Bucaneer and Jaguar.

The fair organisers are discussing plans for transferring the site of the 1980 exhibition to the south side of the airport. The final decision on this, however, will depend on practical and financial considerations.

British firms display new computer peripherals

From W. N. Wenban-Smith, British embassy, Brussels

The third Compec Europa took place in Brussels' Centre Rogier from 9 to 11 May, consolidating its position as a significant event in the trade's calendar. Eighty-five companies took part, exhibiting small computers, peripheral equipment, and systems and aids to computer use efficiency. As before, the joint venture sponsored by the British Overseas Trade Board and the London Chamber of Commerce and Industry, made a strong impact: products exhibited by the 24 British companies in the group included many seen on the continent for the first time. Attendance was over 5600 and British participants were very satisfied with the quality of the visitors, many filling senior positions in important multinational companies based in Belgium and Holland.

Serious inquiries were more common than hard orders. With novel, highly-sophisticated products, careful study is clearly an essential preliminary to purchase.

Several exhibitors clinched major orders as a result of last year's Compec 77, and so they thought their optimism about fresh inquiries was justified. Micro Displays received a substantial order for microfiche readers from an American multinational based in Belgium. Fungus Computer Products estimate orders worth around £300,000 would result from the many serious inquiries about its range of equipment for PDP 11 systems.

Datapod Systems were delighted with the response to their point-of-sale electronic desk terminal systems which was shown for the first time in Europe. The company received inquiries involving 10 000 machines with a value of about £2.5 million.

Also seen for the first time in Belgium was a telephone-line analysis system which monitors all incoming, outgoing and internal calls. This system, called Tel-Tag enables organisations with large telephone bills to see exactly where the money is going. Tel-Tag was exhibited by System's Reliability which enjoys strong technical support in the field, essential when negotiating with official communications bodies in Europe.

A first, introduced by Rochford-Thompson, was a reloadable ribbon carrier designed to replace throw-away ribbon cassettes. It allows for re-use over 100 times without modification to either diablo or qume character printers, this produces significant savings. Rochford-Thompson's wescode 1240 m printer, designed for banks and cheque printers, also created considerable interest.

British companies demonstrated successfully before a professional audience the skill and imagination at their command in this rapidly expanding and lucrative industry, and it was encouraging to see so many new British products being introduced to this highly industrialised and wealthy market.

The next show of Compec Europa will be in Brussels from 8 to 10 May 1979.

Overseas trade export services

BA cuts rates to Australia

British Airways Cargo has cut air freight rates on specified commodities to Australia by more than £1 a kilogram.

Containerised loads of books and chemicals will be carried to Sydney – principal entry point for freight to the country – for as little as £1.50 per kg, compared with the normal rate of £2.65½ per kg.

Under this system, BA contracts to get the consignment to Australia within a stipulated time of nine days, rather than on a specified flight. This condition is in line with Cargo's declared intention to have a simplified world-wide tariff structure with three levels of service – premium, regular booked and deferred. A deferment clause is already incorporated into British Airways' highly-successful contract rates to the United States and Canada.

The new rates received approval from both the British Civil Aviation Authority and the Australian Department of Transportation earlier this month. Interest has been extensive and some consignments have already moved.

Further information: circle 654

Ceramic colour exports carried safe

Blythe Colours Ltd, of Stoke-on-Trent, manufacturer of ceramic colours and glazes, has now switched the bulk of its export deliveries to Bowater's CarrySafe sacks.

Each week Blythe produces about 60 tonnes of colouring material and at least 55 per cent of this is destined for overseas markets for use in the production of products ranging from sanitary ware to the finest china.

When using woven sacks which incorporated an integral inner polythene liner, Blythe found that filling presented problems because the liner tended to separate from the outer sack, and the product spilt between the two.

CarrySafe sacks eliminated this problem. The material is coated with low-density polyethlene to provide the same degree of protection as the liner.

After filling, the top of each sack is double stitched by machine to seal it completely and the sacks loaded onto wooden pallets.

CarrySafe sacks have proved to be stronger, says Bowaters and, because they are firmer at the edges, to stack more easily. In addition, the non-slip surface has virtually eliminated the chance of damage while they are being handled.

Also the CarrySafe sacks are at least 10 per cent cheaper than their predecessors.

Further information: circle 655

Financial printing service for Europe

A new free brochure entitled 'A Financial Printing Service for Europe' has been produced in English and French by the Oyez Press – part of the Solicitors' Law group. It describes the service for financial print buyers at home and abroad.

Speed, security, reliability, expert financial print knowledge and top quality craftsmanship have, in recent years, been complemented by format-consultation and design facilities and this 'total package' concept, used largely for company and employee reports and corporate brochures, saves time and money for the client and enhances security, Oyez claims.

Oyez offers a 24-hour working, personal proof delivery and fast facsimile transmission which can send an A4-page to anywhere in the world in under 35 seconds.

Oyez Press prints almost any financial document in most European languages and its work includes prospectuses, merger and acquisition documents and share certificates.

Further information: circle 656

'Capital city service' announced

A new, flexible fares package which, it is claimed, will cut the cost of rail travel between London and Paris, and offer greater freedom of choice to the cross-Channel customer, has been agreed by British Rail and French railways.

Under the new 'Capital city service' scheme, travellers are free to choose their rail route to Paris and to cross the Channel by either Seaspeed hovercraft or Sealink ship – at the same fare. Tickets are available for travel through the English ports of Dover, Folkestone or Newhaven and the French ports of Boulogne, Calais, Dunkirk or Dieppe.

On overnight services by ship and early morning services to France by hovercraft, fares start from as low as £12 single. For customers seeking a short break of up to two nights in Paris, a special 72-hour excursion fare of £18.50 return is available, except during the peak season.

Further information: circle 657

New twice-weekly service to Philadelphia

Meadows Airfreight, in conjunction with its United States associate Airborne Freight Corporation, has started a new twice-weekly consolidation service direct to Philadelphia.

The two companies will operate the service every Wednesday and Sunday from Heathrow.

The new service, which is offering a reduced rate structure, will form a competitively-priced package for UK shippers and US consignees, says Meadows.

All consolidations are booked with British Airways or TWA on permanent allocation to ensure space availability and pre-advice telexes sent to Airborne in Philadelphia with full details of each consolidation.

Users of the service will be able to use Meadows nationwide depot network for collection of goods throughout the UK and Airborne will arrange handling and local delivery in the United States.

Further information: circle 658

New container service to Cork

From yesterday (1 June), New Age Freight Services Ltd began a new once a week direct groupage container service to Cork in the Irish Republic. Goods will be cleared and the containers discharged by Irish Express Cargo Ltd.

Apart from this service, the company also offers exporters an express van service from the UK to Cork with a transit time of 36 hours.

Further information: circle 659

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Overseas trade country data

Argentina

New motor industry law. The Argentine Ministry of Economy has published a draft motor industry law which has been submitted for government approval. The main points are as follows:

1 The draft allows for the import of cars and commercial vehicles with a customs duty of 95 per cent and 65 per cent cif. Thereafter import duty will fall on a yearly sliding scale until it reaches 55 per cent and 45 per cent respectively in 1981.

2 To avoid possible dumping by foreign car manufacturers a minimum price is to be set at the rate of $4 per cc of engine capacity for cars and car chassis with engines and $5 per kg for commercial vehicles and commercial vehicle chassis with engine.

3 Local automotive plants may import vehicle components on a scale which rises to 15 per cent of the total quantity of components required for assembly but at much higher duties than formerly, namely 65 per cent cif.

4 Internal combustion engines and tractors are to be freed from prohibition as from 1 January 1979. Customs duties and minimum prices for these items are still to be established.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 474.

Australia

Dumping of polypropylene resins. A notice in *Trade and Industry*, 28 April, reported that the Australian government had received an application for anti-dumping action to be taken against polypropylene resins imported from Japan and Taiwan. The notice also reported that the application extended to other countries whose names were not then published.

It has since been announced that the other countries to which the investigation has been extended are UK, Federal Republic of Germany, Belgium, the Netherlands, Italy and Czechoslovakia.

Pending completion of inquiries, cash securities have been imposed with effect from 2 May 1978 on imports of this commodity from any of these countries.

Inquiries: CRE 01-215 5319.

Ref: CRE 36493/2

Footwear. Following a report by the Textiles, Clothing and Footwear Review Committee the Australian government has announced that for all footwear subject to import quotas, except thongs with a value of duty below 35 cents, there will be an additional quota allocation equivalent to 10 per cent of initial base quota levels for the quota period beginning 1 July.

For thongs with a value for duty below 35 cents the additional quota allocation will be 20 per cent of the base quota level. Details of total quota allocations are as follows:

Quota category	Total allocation	% of base quota level
Footwear with leather uppers (million pairs)	2.1	50
Footwear with non-leather uppers (million pairs)	8.23	50
Thong sandals having a vfd less than $0.35 per pair (million pairs)	1.8	60
Thong sandals having a vfd from $0.35 per pair to less than $2 per pair (million pairs)	1.868	50
Parts for footwear ($ million)	0.980	50
Parts for thongs ($ million)	0.0267	50

The Australian government also announced that importers will be allowed to use up to 5 per cent of their allocation of quota for footwear with leather uppers for the importation of an equivalent volume of footwear with non-leather uppers.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Anti-dumping – car hoists. An application has been received by the Australian government from local industry for anti-dumping action to be taken against car hoists being imported from the UK and Japan.

The Australian customs representative in London is being asked to carry out all necessary inquiries to establish normal values for this product in the UK.

Inquiries: General Division 01-215 5472.

Ref. CRE 36493/2

Brassières. The Australian government has sent a reference to the Industries Commission requesting a report within 30 days on the rate or rates of duty which should apply with effect from 1 July 1978 to imports of brassières which are outside the quota and fall within tariff item 61.09.190.

A decision on the additional quota for brassières falling within tariff item 61.09.110 for the period 1 July to 31 December 1978 has been deferred pending consideration by the government of the IAC's report.

Interested UK firms or trade association who wish to make their views known on this matter should write immediately to the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600.

Inquiries: CRE 01-215 5319.

Ref: CRE 671/77

Welded steel pipe. The Australian government has requested the Industries Assistance Commission to inquire into and report by 15 June on the question as to whether imports of the following product from developing countries at the developing country preferential rate of tariff are causing or threatening injury to Australian industry:

Welded steel pipe and tube with a wall thickness exceeding 2 mm, of an internal diameter not exceeding 76 mm or of an internal cross sectional area not exceeding that of a circle of 76 mm diameter and falling within tariff item 73.18.900.

The public hearing will be held in Canberra on 6 June.

Inquiries: CRE 01-215 5319.

Ref: CRE 900/78

Bahrain

Industrial property. Under decree 22/77, 9 November 1977, published in the Bahrain *Official Gazette* 12233, 10 November 1977, the registration of patents, designs and trade marks is no longer dependant on a prior UK registration.

From 11 February 1978 the owner of any patent, design or trade mark registered in any country will be able to apply in Bahrain.

Inquiries: Industrial Property and Copyright divisions 01-405 8721 ext. 3293.

Barbados

Import licensing. The Barbados authorities have announced that import licences are now required for screen-printed souvenirs (wall hangings of material of any sort, pennants, T-shirts, tea towels and calendars on cloth or linen).

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Ecuador

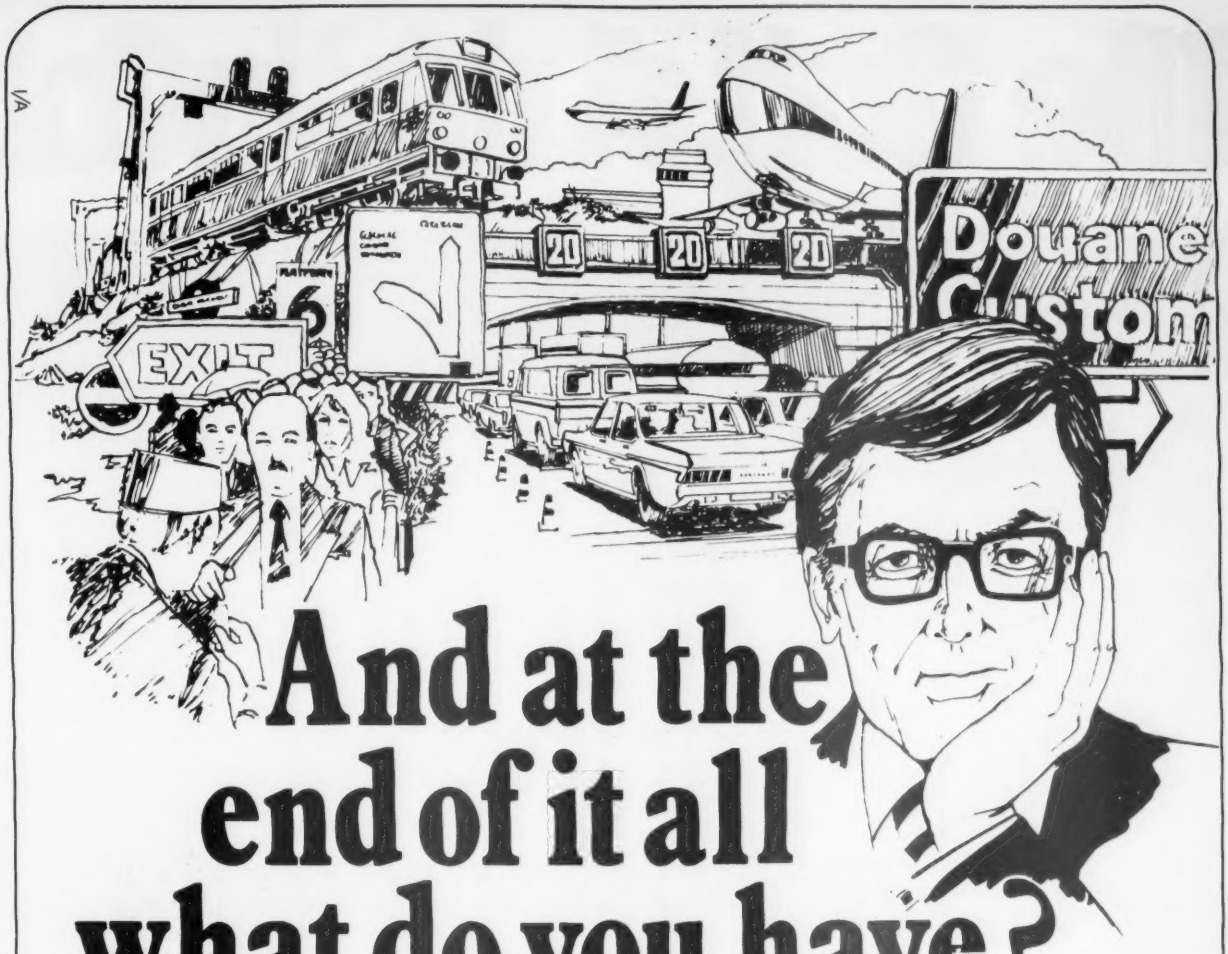
Duty amendments and tariff modification. Decree 2328-A which came into force on 10 March 1978 has increased the import duty on a number of items falling within tariff nos. 87.01, 87.02 and 87.04. In addition tariff nos. 87.02.05 and 87.04.89 have been modified by the addition of a new sub-heading: '87.02.05.02 – with useful load capacity from 1 to 3 tons' and '87.04.89.02 – with useful load capacity from 1 to 3 tons'.

The description for 87.04.89.01 has been changed to read 'With useful load capacity of under 1 ton'.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.



And at the end of it all what do you have?

Getting to a business appointment at the other end of the country or somewhere in Europe can be a tiring, frustrating and irritating hassle. And at the end of it all you have one or more top executives who have not only wasted valuable hours in transit but are also in a far from ideal condition to negotiate and take decisions vital to the company's future.

Time is money.

The alternative that more and more companies are adopting is the use of a corporate aircraft, and the choice of many is the Beechcraft Super King Air 200 C (Convertible) — a fine twin turbo-prop, fully pressurised aircraft with the facility of either 12 seater "comfortable commuter" or 6-8 seat "flying boardroom" configuration. This aircraft is well known for its ability to fly into small airfields as well as International terminals. It is economical to acquire and operate, and probably the finest aircraft in its class.

If you would like to get to your business destination in the shortest time, be able to work whilst travelling, and to step out of your aircraft just a short car journey from your appointment — you should talk to Neil Harrison at Eagle about the economics and practicality of applying one of today's most valuable business tools to your enterprise.

Eagle

Eagle Aircraft Services Ltd

Leavesden Airport
Watford Herts WD2 7BY
Telephone (09273) 79611 Telex 261502

You can save more than money with a Beechcraft "Super King Air" Beechcraft

The Gulf. A new world

Abu Dhabi Amman Amsterdam Bahrain Beirut Bombay Cairo Dhahran Doha Dubai Karachi Kuwait Larnaca London

d. Gulf Air is part of it.

don Muscat Paris Ras Al Khaimah Salalah Sharjah Shiraz

Within a decade, the states fringing the eastern coast of the Arabian Peninsula have become a new world. Rich in themselves, rich in opportunity. Fast developing into international trading and financial centres. Breeding new industries.

Gulf Air is a part of that new world. An international airline flying the most modern equipment, including Lockheed TriStars and the advanced Boeing 737-200. A regional airline serving more destinations throughout the Gulf than any other airline. An airline unique in its offer of Golden Falcon Service.

The Gulf is a new world. When you fly Gulf Air, you're a part of it yourself.

طيران الخليج
GULF AIR
Part of a new world.

SEABOARD Speed Way

SEABOARD WORLD TRANSATLANTIC PACKAGE EXPRESS SERVICE

pop in a package to the U.S.A – and it's there next day

Who needs SpeedWay service? Anybody who has got to get their package from Britain to the U.S.A. in the shortest possible time. Your package can weigh up to 50 lbs. and measure up to 90 ins. in height, length and width with no dimensions exceeding 48 inches because we are the only all cargo airline operating a daily trans-atlantic service with 747 containerships. Here are some typical shipments for which SpeedWay is designed: architects plans and drawings, advertising samples, vital medical supplies, news photos and newsreels, T.V. tapes, contracts and legal documents, data processing tapes and cords, bank transfers, spare parts and advertising and marketing plans.

Here's how SpeedWay works – From anyplace in the British Isles, dial the special SpeedWay number 897-8766. Seaboard's SpeedWay specialists will take the problem off your hands. They will tell you where to take your parcel (or will arrange to have it picked up if you wish), they will tell you when it will be available for pick-up in the U.S.A. and, if needed, they will arrange for customs clearance and delivery of the shipment to its ultimate destination even in the farthest cities of America.

Atlanta	Detroit	Mobile	Richmond
Baltimore	Ft. Lauderdale	Nashville	Rochester
Birmingham	Greensboro	New York	St. Louis
Boston	Hartford	John F. Kennedy Int'l.	Salt Lake City
Buffalo	Honolulu	La Guardia Airport	San Antonio
Charleston, S.C.	Houston	Newark, N.J.	San Francisco
Charlotte	Indianapolis	World Trade Center	Sarasota
Chattanooga	Jacksonville, Fla.	Islip Airport	Syracuse
Chicago	Lexington	Oklahoma City	Tampa
Cincinnati	Little Rock	Orlando	Tucson
Cleveland	Los Angeles	Pensacola	Tulsa
Columbia, S.C.	Louisville	Philadelphia	Washington, D.C.
Columbus, Ohio	Melbourne, Fla.	Phoenix	West Palm Beach
Dallas	Memphis	Providence	
Dayton	Miami	Raleigh Durham	

Just ring any of our pick-up stations for the SpeedWay service.

London 897 8843 or 759 0077
Birmingham 021-743 0404
Manchester 061-437 2902
Prestwick, Scotland 0292 78604

Seaboard's new simple streamlined rate package and Boeing 747F full containership service makes life easier for the customer and the agent.
Only Seaboard can give you the better rate and 747F service.
Seaboard simply better.
SpeedWay the only airline door-to-door service.

Please send me details of Seaboard Worlds New Speed Way Service
T I W 2/6

Name _____

Company _____

_____

_____

Seaboard World Airlines/London (Heathrow)

SEABOARD WORLD

Seaboard World Airlines Cargo Terminal/London (Heathrow). 01-897 8766
Birmingham — 021 7430404 Manchester — 061 437 2902 Scotland — 0292 78604
or contact your local agent

Gibraltar

Measuring instruments. The Gibraltar authorities have published regulations relating to measuring instruments (other than capacity measures) for use in the measurement of liquid fuel or lubricants.

These regulations cover certain requirements with which measuring instruments must comply, such as marking of indications of quantity, the fitting of sight glasses, the length of the discharge hose etc.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Greece

Import of ionised radiation machinery. Prior approval must now be obtained from the Greek Ministry of Social Services for import into Greece of ionised radiation machinery used for medical purposes.

Inquiries: OTAR 01-248 5757 ext. 439.

Guatemala

Rules of entry. The rules state that all visitors should be in possession of valid visas or tourist card before arrival in Guatemala.

It has, however, been the practice for a number of years to allow passengers to apply for tourist cards on arrival at the airport or at the Guatemalan border.

Without prior warning this practice was discontinued on 1 May 1978.

The new policy applies to all nationals of all countries which have not concluded visa abolition agreements with Guatemala.

It is essential that visitors have a valid entry document before departing for Guatemala.

Inquiries: CRE 01-215 5290.

Italy

Intra-uterine products. The *Gazzetta Ufficiale* 72, 14 March, published a ministerial decree of 24 February 1978, which lays down that intra-uterine products having a contraceptive effect must be registered with the Ministry of Health, Directorate of Pharmaceutical Services, Division V, as a medical speciality.

Firms are required to make application for registration, with detailed technical characteristics of the product, within 180 days of the publication of the decree.

Firms already marketing such products in Italy can continue to do so provided the necessary application for registration is submitted within the appropriate time limit.

Copies of the decree, in Italian, are available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Containers for blood and haematic products. The *Gazzetta Ufficiale*, 5 April, published a ministerial decree of 6 March, which suspended the use of PVC plastic bags for holding blood and haematic products, until EEC legislation is issued in respect of plastic bags used for containing such items.

Copies of the decree, in Italian, are available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Lebanon

Customs duty amendment. The Lebanese *Official Gazette 18, 4 May, published details of* an amendment to the customs tariff as follows:

Tariff/Description of the goods	Basis for collection	Normal tariff
70.04		
Unworked cast or rolled glass (including flashed or wired glass) *whether figured or not, in rectangles*	Value	22%
the duty not to be less than	Kg nett	18 piastres
70.05		
Unworked drawn or blown glass (including flashed glass), in rectangles	Value	22%
the duty not to be less than	Kg nett	18 piastres
70.06		
Cast, rolled, drawn or blown glass (including flash or wired glass) in rectangles, surface ground or polished, but not further worked	Value	22%
the duty not to be less than	Kg nett	18 piastres
70.07		
Cast, rolled, drawn or blown glass *(including flashed or wired glass)* cut to shape, or bent or otherwise worked (for example, edged worked or engraved) whether or not surface ground or polished; multiple-walled insulating glass; *leaded lights and the like:*		
a Multiple-walled insulating glass intended for use in the *manufacture of refrigerators* (1)	Value	Free (No change)
b Other	Value	22%
the duty not to be less than	Kg nett	18 piastres
94.01		
Chairs and other seats (other *than those falling within heading* no. 94.02) whether or not convertible into beds, and parts *thereof*	Value	50%
the duty not to be less than	Kg nett	LL.15
94.03		
Other furniture and parts thereof	Value	50%
the duty not to be less than	Kg nett	LL.15
(1) Exemption applicable subject to compliance with the conditions and provisions stipulated by the Custom Administration		

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Liberia

Immigration. The Liberian government has announced that, with effect from 1 May 1978, a new category of visas, known as 'tourist visas', will be required by tourists, businessmen and other visitors who wish to visit Liberia for not more than 30 days.

The visas are obtainable on entry into the country upon payment of a fee of US $10 and production of a return ticket. Visitors should note that the visas are not renewable.

Inquiries: CRE 01-215 3064.

Libya

Import restrictions – specified authorities. It has been announced that another agricultural monopoly – the General Company for Agricultural Field Equipment has been established.

From information available it is understood that the import monopoly will include irrigation pumps and pipes, horticultural tools and seeds.

Inquiries: OTAR 01-248 5757 ext. 462.

Malaysia

Import duty changes on various products. *The Malaysian government has, with effect* from 13 April, announced changes in the *import duties of the following tariff items:*

01.06.990, 07.01.390, 29.35.930, 32.09.311, 32.09.319, 32.09.321, 32.09.329, 39.02.811, 39.02.821, 40.11.100, 40.11.200, 40.11.300, 40.11.410, 40.11.420, 40.11.430, 48.13.200, 57.07.220, 82.09.900, 84.11.110, 84.20.910, *84.20.990, 85.01.122, 85.01.123, 85.01.124, 85.01.220,* 85.01.230, 85.01.240, 85.01.551, 85.01.552, 85.01.553, 85.01.559, 85.01.590, 85.06.911, 85.06.919, 85.06.990, *85.15.220, 85.15.260, 85.20.190, 87.01.911, 87.13.290.*

Individual import duties will be given if *inquirers provide the correct tariff number and* description of the product.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Stoppers of base metal. The Malaysian *government has passed the Customs (Prohibi*tion of Imports) (Amendment) Order 1978, so that, with effect from 13 April 1978, an import licence is no longer necessary to import tariff item 83.13.900 – stoppers etc of base metal, *other than crown corks, into the Federation of* Malaysia.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

New Zealand

New customs tariff. *Following a two-year* review the New Zealand government has announced that a new customs tariff will come into effect on 1 July 1978. Major amendments have been made relating to the format of the tariff. The number of tariff items has been reduced from about 4700 to 2500 and a separate statistical column has been introduced to facilitate the collection of more detailed trade statistics. A number of adjustments has been made to duty rates and, although there are some individual increases to afford domestic protection, the general trend of the tariff is downward.

Interested parties, including British concerns, will be given an opportunity to make representation relating to the rates and structure of the new tariff. However in general it is expected that appeals against new duty rates will not be considered until the tariff has been tested in practice.

Appeals, which should be fully documented, should be directed to the Minister of Customs, Parliament Buildings, Wellington and copied to the Commercial Department, British High Commission, PO Box 369, Wellington.

When copies of the new tariff are received a further notice will be issued.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Philippines

New patent law. Presidential decree 1263 which amended portions of Republic Act no. 165 (otherwise known as the patent law)

became effective on 14 January 1978. The new law vested upon the Technology Resource Centre the power to approve and register voluntary licence contracts.

The Manila chamber of commerce has issued a translation of letter of instruction 678 which gives definitions and details of implementation of the presidential decree.

A copy of the letter is available for public inspection in the Chancery House Annexe of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2A 1AY.

South Africa

Import permits. The Minister of Economic Affairs announced, on 18 May, a second round of import permits (covering consumer goods, clothing, confectionery and alcoholic beverages – including whisky) of 40 per cent of the total value of permits issued in 1977. This brings this year's allocation up to 80 per cent of the total for 1977.

The minister also said that a possibility of a further allocation would be considered in October.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

Tariff application. Customs tariff application list no 14/78, published in the South African *Government Gazette* of 26 May 1978 contains an application to the Board of Trade and Industries for increase in duty on:

Yarn of polyester fibres (continuous), with a tenacity of less than 5.3 cn/dtex, of less than 66dtex, classifiable under tariff subheading 51.01.40.10

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requiries further information concerning the application, it should address inquiries to CRE 01-215 5274.

Customs tariff changes. The following amendments were published in the South African *Government Gazette*, 5 May:

R.926: CCCN.29.14: Specific provision is made for sodium acetate and the rate of duty thereon is increased from 10 per cent to 25 per cent.

R.927: CCCN.39.07 The rate of duty on curl clips, hair clips and hair curlers, of artificial plastic materials, is increased from 15 per cent to 20 per cent.

INDUSTRIAL REBATES.

R.928: Item 308.01, CCCN.29.00; item 311.01, CCCN.2914: The provisions for a rebate of duty on sodium acetate for use in leather tanning and finishing and the textile industry are withdrawn.

R.929: Item 308.02 and 311.12, CCCN.51.04; item 311.14 and 320.02: The provisions for a rebate duty on woven fabrics of a) man-made fibres (continuous) for use as linings in the manufacture of harness, saddlery, travel goods and similar goods (including belts); b) polyamide fibres (continuous) for the manufacture of rucksacks, toilet bags and clothing protection bags; c) man-made fibres (continuous) (excluding fabrics cellulosic fibres) for the manufacture of impregnated or coated fabrics; d) polyamide fibres (continuous) for the manufacture of shower curtains, and e) man-made fibres (continuous) for the manufacture of padded, stuffed or fitted furnishings, are withdrawn.

R.930: Item 320.06, CCCN.39.00: The provision for a rebate of duty on polyester material in sheets or in rods, for the manufacture of buttons, buckles and combs, is withdrawn.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Tanzania

Import licensing regulations. The Tanzanian government have issued an amendment to their import licensing regulations. The new legislation includes a schedule giving details of importers who may, after consultation with the appropriate industry or industries specified as to the availability within Tanzania of the goods required, import their raw materials, industrial machinery and spares without channelling them through the respective importing confines.

These companies could now be looking with renewed interest for companies to represent.

Further details of the companies concerned can be obtained from OTAR 01-248 5757 ext. 472.

Thailand

Import of private vehicles. The Thai government has issued custom notice 16/2521, which came into force on 12 April 1978, whereby the import of motor cars or motor cycles, for personal use, is subject to permission being obtained from the Ministry of Commerce; unless the persons bringing in the vehicles are entitled to diplomatic immunity.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Wine. The *Federal Register*, 9 May, published regulations by the Bureau of Alcohol, Tobacco and Firearms relating to certain changes in nine containers and labelling requirements.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Milk and cream. The *Federal Register*, 9 May, published details by the Food and Drugs Administration establishing standards of identity for low-fat dried milk, dry whole milk, and dry cream. Written comments should be sent by 8 June to Food and Drug Administration, Room A-65, 5600 Fishers Lane, Rockville, MD 20857.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Canned shrimp. The *Federal Register*, 9 May, published a rule by the Food and Drugs Administration establishing a standard of identity and amending the fill of container for canned shrimp.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Caprylic acid. The *Federal Register*, 9 May, published a rule by the Food and Drugs Administration affirming that caprylic acid is generally recognised as safe (Gras) as a direct and indirect food additive.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Industrial fasteners. The full house Ways and Means Committee on 27 April rejected by 21 votes to 16 a resolution to overrule the president's denial of import relief for the domestic fastener industry.

The resolution was then put to the House of Representatives on 4 May who did not vote on the resolution because on 3 May the trade sub-committee of the House Ways and Means Committee had voted by eight votes to four to recommend that the full committee send the case back to the International Trade Commission for further investigation.

Inquiries: CRE 01-215 5397.

The protection of motor vehicles. The *Federal Register*, 1 May, published a rule proposed by the National Highway Traffic Safety Administration to amend standard 114 to reduce vehicle theft.

Written comments should be sent by 31 July 1978 to National Highway Traffic Safety Administration 400 Seventh Street SW, Washington DC 20590.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs

Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover

Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.

The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occurring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621

BSO

Business Statistics Office

What it does and why

Contents

We're making progress	483	Action to reduce form-filling	488
BSO: what it does	484	BSO organisation	489
and why	487	How the library helps	490
Contact points	487	Business monitors – what are they?	490

Computer disc drives and magnetic media library.

We're making progress

by Les Huckfield, Parliamentary Under-Secretary of State, Department of Industry, with special responsibility for statistics

There have been a lot of complaints about the amount of government paper which descends on the British businessman. Forms from the BSO have come in for their share of these complaints. I think indeed that they have had more than their fair share, because the BSO does take pains to keep down the number of forms it issues and to make them as easy as possible to fill up. Since I assumed responsibility for them, I have encouraged the BSO in this effort.

Some of the criticisms that people have made about the BSO have been constructive and reasonable and I welcome them – though, of course, I must think of the users too. Other criticisms have been uninformed, and of the 'statistics are a waste of time' type. But there is absolutely no way the government and industry can operate effectively if they do not have basic statistics.

The BSO recently advised firms in the manufacturing and construction industries how to use the information they assemble for the census of production to calculate operating ratios, such as gross value added per head, for themselves – what I call the 'feed back' scheme. Operating ratios themselves are not new, nor is the use of information from the annual censuses of production to calculate them; but advice on this scale from a government statistical office, which tells firms how to make practical use for their own benefit of the figures they supply, is a new venture and it is one that I welcome. There has already been favourable reaction. There have been one or two complaints about the scheme: a firm telephoned the BSO to complain that it had not got time to fill up more government forms!

In addition to the operating ratios scheme, we shall be looking during 1978 at other ways of feeding back results of inquiries to form-fillers, and trying to make more of the contributors to statistics, users of statistics.

The costs of running the BSO and conducting inquiries are set out in the BSO report for 1977. I believe it is right that these should be known for assessing the priorities for the collection of statistical information.

Much work has been done on reducing the form-filling burden. This is something to which I attach top priority. We must have adequate information on which to base government decisions, quite apart from the many uses which statistics have outside government. But, equally, I am conscious of the cost in terms of time and money that government forms cause to businesses, and particularly to small firms.

There are two main ways to control this burden. The first is to set up a series of checks in which any proposal for a new inquiry has to be examined to show that it is necessary and does not duplicate anything being done elsewhere (see the 'hurdles'

BSO

page 488). This in effect is approval in outline. The second is to scrutinise the details. For example, what is the smallest number of firms that need to be sent forms to answer? Are the forms as simple and well designed as possible? Can the answers be obtained from any of the information already available from records already being kept by government and so on?

I consider it vital that those who are to fill up forms should be involved at all stages of planning a new inquiry. This report outlines the consultation process. A lot of time – including ministers' time – spent in preparing for an inquiry is taken up in consulting the form-fillers and their representatives. Most of BSO's big surveys have their own built-in advisory and consultative machinery.

Two examples of reducing the size of forms ought to be mentioned.

First, the personalised forms scheme which we have already run on a pilot basis very successfully and have received very favourable comments on from the firms involved. It is hoped to introduce the full scheme for the first quarter of 1979. A typical example of the present quarterly manufactures' sales form – miscellaneous non-electrical machinery manufacture – contains a large number of pages with headings for all the products made by that industry. The average manufacturer in industry as a whole puts figures against only nine headings. The new personalised form shows these same nine headings: each form-filler will be given only the headings he has filled up before, so that he will not have to work through a whole lot of headings which don't affect him. In fact, about 90 per cent of firms will receive only a single page personalised form.

This scheme will not only benefit the form-filler. It will be easier for the BSO to process the results, and they will not have to print about 165 different forms each quarter. From next year, we hope there will be just one outline personalised form.

The number of forms sent out by BSO has fallen from 640 000 in 1975 to about 470 000 in 1977. We are making progress.

Les Huckfield

Output handling: dispatch of inquiry forms.

What it does

The Business Statistics Office is nearly 10 years old. It came into being on 1 January 1969, having developed out of the former Board of Trade Census Office.

The creation of the BSO was announced by Harold Wilson, then Prime Minister, in December 1968, when he said that 'It will be staffed and run by the Board of Trade but will be directed by an inter-departmental committee under the chairmanship of the director of the Central Statistical Office. Eventually, it will become the main agency for collecting and publishing industrial and commercial statistics. It will also be responsible for creating and maintaining a central register of businesses in order that the results of different inquiries may constitute an integrated system of business statistics. . . . Within the prevailing confidentiality constrictions the office will provide a service to industry and trade and to the government alike.'

The office was established initially in north-west London, but its main period of growth took place after it had moved to Newport, Gwent. Staff numbers reached a peak of 1100 about two years ago but have been reduced to around 1050 since. The BSO's place in the structure of government departments has been as part of the Board of Trade and its successor departments. It is currently located in the common service divisions of the Departments of Industry, Trade and Prices and Consumer Protection (DITPCP), and reports to the departments' director of statistics. However, it also has wider inter-departmental responsibilities in the Government Statistical Service and conducts some statistical inquiries as a central agency on behalf of other government departments. It has close working links with the Central Statistical Office, which is responsible for co-ordinating Government Statistical Service activity.

Recent progress

Table 1 shows the number of forms sent out for those inquiries which were started during 1977. Corresponding totals for the years 1975 and 1976 are also given. Of course, the statistical work of the office during the year includes the processing of inquiries for previous years as well as forward planning for future inquiries.

Short-term production statistics

The quicker the results of the monthly and quarterly inquiries into manufacturers' sales are available the more useful they are.

Much must depend on how promptly contributors send in their returns, but the BSO does its best to reduce processing and printing times; during 1977 timeliness of published results was substantially improved.

Results from nearly three-quarters of the 170 inquiries are now normally published by the eighteenth week after the end of each quarter. Additionally, figures for 'total sales' of most industries are published regularly by the thirteenth week.

Speed is even more necessary in producing the results of the monthly inquiries, of which there were 95 in 1977, because they provide an essential component of the index of industrial production which is published about six weeks after the end of the month to which it relates.

Annual censuses of production

Provisional results of the annual census of production for 1976 were published in *Trade and Industry* on 27 January 1978, which is in line with the normal publication timetable. However, only slow progress had been made in assembling the final results of the 1973 census, which were already overdue. A major

cause of the delay was the introduction of a completely new system of processing which, as a result of the UK's accession to the EEC in 1973, was necessary to provide the different sets of compatible results for domestic and EEC purposes.

Urgent measures to improve performance have already resulted in substantial catching up in the census programme and by the end of 1978 all the final industry results for 1974 and 1975 are expected to be complete with a good start made on the preparation of final results for 1976.

To encourage more providers of statistics to become users, firms were told how to assess their own performance from the information they are required to supply to the censuses of production. In April 1978, the BSO wrote to 41 000 contributors explaining how important ratios like net output per head and gross value added per head could be calculated for their own firms. At the same time, they were sent comparable ratios for their industry as a whole from the provisional results of the 1976 census (see *Trade and Industry*, 14 April 1978).

Distribution and services inquiries

The release of a 275-page supplement during the year concluded the publication programme of the 1971 census of distribution and marked the close of an era. The old system of large-scale infrequent censuses was burdensome to traders and inevitably led to delay in the publication of results. It has been partially replaced by a more flexible system of annual sample retailing inquiries, collecting less information in any single year, but providing more up-to-date statistics. This changed approach broadly parallels the earlier move away from detailed quinquennial censuses of production to an integrated system of production statistics incorporating a sequence of annual censuses.

The first of the new series of retailing inquiries was conducted for 1976. The sampling methods used made it for the BSO probably the most complex inquiry undertaken to date, but enabled the burden of form-filling, particularly on small firms, to be kept to a minimum. Provisional results of the 1976 inquiry were published in February 1978 (see *Trade and Industry*, 3 February 1978).

Registers

In order to conduct its statistical inquiries, the BSO needs to maintain registers showing names and addresses of businesses, their industrial classification and size. The single central register of businesses envisaged when the BSO was set up is still in the process of being developed. However, impetus was given to the project when the BSO was given powers in the 1973 Finance Act to enable it to have access to lists of traders registered for VAT, with their industrial classification and turnover. This has made possible the development of registers that permit the more efficient use of sampling procedures in the distributive and service trades inquiries.

Staff

At the end of 1977, 1044 staff were in post compared with 1058 12 months earlier. Recruitment during the year was not a major problem, although computer systems branch was badly hit by the loss of some valuable and experienced staff.

Computer

An ICL 1906A computer was installed at the BSO's site in Newport during 1971.

A particular feature of the system is that during the day the computer handles extensive terminal traffic generated both within the office and from government departments elsewhere.

The central computer will reach the end of its economic life in 1982 and it will be necessary to install replacement equipment by early 1980.

Costs

The BSO has developed a costing system for its work as an aid, initially at least, to internal management control. The system provides information about the costs of running each inquiry. Table 2 shows the apportionment of the cost of the BSO by statistical inquiry and other project and table 3 shows similar figures by type of expenditure.

The cost estimates for each inquiry can be used to indicate the extent to which the office conducts inquiries for departments other than those of Industry, Trade, Prices and Consumer Protection (DITPCP). Some inquiries conducted on behalf of other departments are addressed to industries sponsored by those departments. Others collect information from industry generally on subjects of interest primarily to other departments.

A precise estimate, however, of the office costs on work for departments other than DITPCP depends on the view taken of the role of the major production inquiries such as the quarterly inquiry into manufacturers' sales and the annual census of production. These could be regarded as single integrated systems which it would be inappropriate to split.

Another view, however, is to regard the component parts of the quarterly sales system as conducted for the departments sponsoring the particular industries involved (for example, Ministry of Agriculture, Fisheries and Food for food manufacturing industries). On the latter view, approaching 10 per cent of the expenditure on statistical inquiries conducted by the office in 1977/78 nominally relates to work for departments other than DITPCP.

The cost of running the office is, in fact, borne mainly on the votes of DITPCP, but some costs are borne by other departments on an allied service basis. Departments are not charged by the office for any statistical inquiries conducted on their behalf. Although there are difficulties in the adoption of such a repayment policy, which includes those of fairly assigning costs to government users, the issue is currently being studied.

The system of computing historic costs and the experience it gives for estimating costs of future work programmes and possible new work could provide the essential framework for the production of a programme budget for the work of the office.

Reductions in the form-filling burden

The BSO has always been anxious to keep to a minimum the burden on industry of con-

Table 1 **Number of forms issued by BSO**

		number of forms issued		
	frequency	1975	1976	1977
Inquiries directed to production industries				
Miscellaneous inquiries into production stocks and orders	monthly, quarterly, half yearly	78 900	55 600	54 000
Engineering sales and orders	monthly		26 400	26 300
Manufacturers' sales	quarterly	119 100	116 000	110 800
Census of production (manufacturing)	annual	34 000	35 000	33 900
Census of production (construction)	annual	14 400	13 000	13 200
Annual minerals raised	annual	4 100	4 100	3 700
Building materials production	monthly and quarterly	12 000	10 700	9 800
Purchases of fuel by large users	quarterly	3 300	3 200	3 300
Electricity generated by large users	quarterly	700	900	900
Expenditure on research and development	triennial	5 000	2 400	—
Fuel stocks/consumption of large users	monthly (winter and quarterly (summer)	7 000	7 200	6 300
Standby generating capacity	ad hoc	42 000	—	—
Purchases inquiry	ad hoc	24 000	—	—
Register proving forms	ad hoc	36 300	22 700	20 600
Total		**380 800**	**297 200**	**282 800**
Inquiries directed to distribution industries				
Catering trades sales	monthly (1975/6) quarterly (1977)	30 000	29 000	8 300
Retail sales	monthly	70 000	65 600	60 800
Motor trades turnover and purchases	quarterly	6 000	5 800	5 700
Wholesalers' stocks	quarterly	3 000	2 900	2 700
Inquiries into capital expenditure and stocks in the distributive and service trades	annual	(109 000)	(72 200)	(56 200)
Entertainment	annual	11 500	9 000	3 300
Transport	annual			5 800
Miscellaneous transport services and storage	annual	—	—	2 000
Motor trades	annual	7 500	6 000	8 600
Wholesale	annual		— 11 500	11 600
Property	annual	60 000	8 900	8 800
Catering	annual	10 000	17 500	10 700
Miscellaneous services	annual		—	— 2 000
Business services	annual		—	— 3 400
Retail	annual	20 000	19 300	—
Wholesale 1974 (base year)		26 000	—	—
Film exhibitors (admissions, takings, capacity)	annual	1 600	1 600	1 600
Consumer credit grantors 1976	ad hoc		—	— 8 000
Retailing inquiry (turnover, purchases etc.)	annual		—	— 30 400
Register proving forms	ad hoc	13 400	72 000	15 000
Total		**259 000**	**249 100**	**188 700**
Total forms issued		**639 800**	**546 300**	**471 500**

BSO

tributing to statistical inquiries and, in particular, to limit the impact on small firms.

But it is necessary to collect statistics if government and industry are to operate efficiently. As an example, the Bolton committee of inquiry on small firms, while recognising the need to limit the burden on small firms, accepted that it was necessary for them to complete statistical returns, because in some industries small firms made a very significant contribution to the economy and also because it was necessary to provide information on the small firm sector itself. This is one example of the need to balance the desire to limit the burden on contributors to inquiries against the demands of users for more and better statistics. The BSO is well aware of the need to strike this balance. It already has to submit proposals for statistical inquiries to the survey control unit of the Central Statistical Office. In addition, any proposals for new or substantially amended inquiries that it might conduct have to be approved by ministers. The BSO also consults representatives of industry and commerce at an early stage.

If the case for conducting an inquiry is made, the BSO then limits the burden of the inquiry in various ways. Some of these may not affect significantly the quality of the eventual results, for example the BSO attempts to make the forms as easy to complete as possible and makes use of alternative sources of

Table 2 **Costs of BSO operations analysed by projects**

£ 000

	1976/77	1977/78 (estimate based on costs to 31.12.77)	1978/79 (forecast based on 1977/78 prices)
Statistical inquiries			
Engineering sales and orders Production stocks and orders	364	365	405
Manufacturers' sales	1 962	2 312	2 303
Censuses of production (manufacturing)	810	971	970
Censuses of production (construction)	164	169	165
Manufacturers' purchases	126	59	71
Expenditure on research and development	36	45	37
Building materials production	55	55	55
Minerals raised	65	59	60
Fuel stocks and consumption of large users	36	31	31
Purchases of fuel by large users	20	29	28
Electricity generated by large users	4	3	3
Miscellaneous short period inquiries into distributive and service trades	272	281	326
Capital expenditure and stocks in the distributive and service trades (including film exhibitors)	323	337	392
Consumer credit grantors 1976	26	49	12
Retailing inquiries (turnover, purchases etc.)	184	360	518
Census of distribution 1971	329	129	
Standby generator capacity	2	—	—
Inquiry work total	**4 778**	**5 254**	**5 376**
Register work:			
Register for production industries (including manufacturing)	917	869	811
Central register, including distribution and service trades registers	488	592	685
Register work total	**1 405**	**1 461**	**1 496**
Service work for outside customers			
Exchequer bodies	514	704	677
Non-exchequer bodies (work charged for)	68	65	18
International organisations	18	54	69
Service work total	**600**	**823**	**764**
Total cost	**6 783**	**7 583**	**7 636**

Table 3 **Cost of operating the BSO**

£ 000

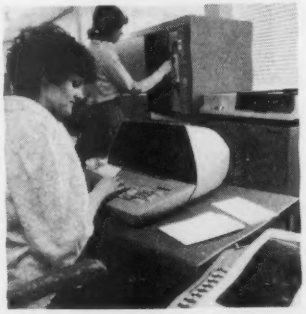
	1976/77			1977/78 (estimate based on costs to 31.12.77)			1978/79 (forecast based on 1977/78 prices)		
	Borne on DITPCP votes	Borne by other depart-ments	Total	Borne on DITPCP votes	Borne by other depart-ments	Total	Borne on DITPCP votes	Borne by other depart-ments	Total
Personnel									
Staff salaries, NI and superannuation	3 469	608		3 771	664		3 810	670	
Travel and subsistence, etc.	55			67			70		
Training and education	23			22			42		
			4 155			**4 524**			**4 592**
Computer, office machinery and software									
Depreciation		333			451			475	
Hire		111			62			45	
Maintenance		132			137			140	
Purchase of office machinery		15			2			20	
Interest and insurance		108			107			80	
			699			**759**			**760**
Printing, stationery and post	136	104	240	163	138	301	185	150	335
Accommodation and telephone	279	673	952	289	821	1 110	298	823	1 121
Headquarters services	500	237	737	563	281	844	553	275	828
Total	**4 462**	**2 321**	**6 783**	**4 875**	**2 663**	**7 538**	**4 958**	**2 678**	**7 636**

Journey of an inquiry form through the BSO

Output handling. An inquiry form is cut, folded and, together with any enclosures, is enveloped ready for despatch. All forms are manually counted to avoid the possibility of a breach of confidence by two forms being put in one envelope.

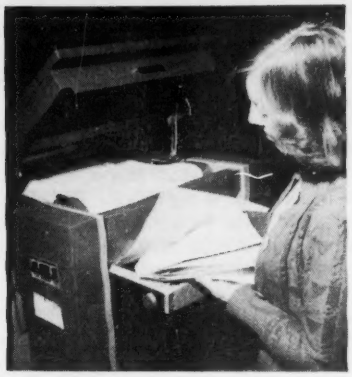
Post room. The completed form is returned by the contributor and is received in the post room where it is date stamped and passed to the relevant inquiry section.

Inquiry section. A clerk responsible for that inquiry scrutinises the completed return for any obvious errors or omissions before forwarding the form for computer take-on.



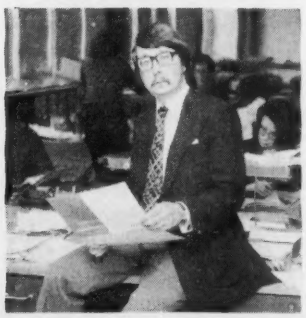
Data preparation. A machine operator on a PCK (processor control to keying) console in the data preparation room transferring information on form to computer.

Computer room. Operating console of the third generation ICL 1906A computer which processes the information.



Computer printer. The information, having been processed and assembled in the required order, is printed and returned to the inquiry section for scrutiny and preparation of results.

Business Monitor. The medium through which the results are published.



Statistician's check. Statistician approving results for publication.

information where these are available. But others, for example the wider use of sampling techniques and the exclusion of small firms, are likely, eventually, to reduce the quality of information that can be made available.

Separate articles in this feature set out in detail the various important stages that have to be cleared before a new inquiry can be introduced and give examples of the ways in which the BSO has taken action to reduce the burden of form-filling.

Enforcement

Most of the statistical inquiries undertaken by the BSO are carried out under the provisions of the Statistics of Trade Act 1947. The act provides for penalties for failure to make returns. The BSO is reluctant to take enforcement action and, before doing so, it will try all forms of persuasion – telephone calls, letters, and visits.

Complaints

Only a small number of the firms covered by BSO inquiries complain directly to their MPs or to the office. Complainants tend to concentrate on a few particular points: the need for collecting statistics; the cost to the firms of providing them and the possibility of compensation; confidentiality and, conversely, the need to duplicate information provided for other government departments' statistical or administrative inquiries; the amount of detail asked for, and – from users – the lack of detail; and the quality of the results. The BSO is very willing to discuss all these points with complainants but, in many cases, it is impossible to satisfy opposing needs.

BSO publications

The policy of the Government Statistical Service is to make available as many as possible of the statistics produced so that the full benefit can be obtained from the cost to government and to industry of compiling the information. The results of most BSO inquiries are published in a series of booklets known as Business Monitors.

As well as the published material, the BSO is always willing, subject to resources, to prepare special analyses at a charge covering the cost of preparing the tabulations.

The BSO's work as a government statistical inquiry point

Although the BSO is concerned solely with the collection of business statistics for the UK, the BSO library is one of three major inquiry points for the Government Statistical Service, particularly for inquirers from Wales and the west.

Visits and visitors

The BSO encourages those who are interested in its work – whether as suppliers or users of statistics – to visit the office to see what it does and to discuss their problems with those most directly concerned.

The BSO has not so far had sufficient resources to seek actively to address meetings of other organisations, but invitations to do so are always accepted if possible.

As part of the programme to improve knowledge about the BSO and its work, it is planned to invite more people to visit the office in 1978, to hold seminars, and to seek more opportunities for BSO representatives to address other organisations. Anyone interested in these activities or who wants to know more about the work of the office should get in touch with the public relations section at the BSO (tel. Newport 56111 ext. 2399).

and why

Government needs a wide range of statistics about industry and trade if economic developments are to be effectively monitored and if policy decisions are to be based on good information. In addition, the results of many official statistical inquiries are used by industry itself and by organisations such as the National Economic Development Office, the Confederation of British Industry, trade unions, trade associations and market research firms. Statistics are also required by the European Economic Community if the EEC is to have the information it requires to formulate and monitor policies on a community-wide basis.

All the statistical inquiries conducted by the BSO provide information needed by government. They provide information useful in its own right, and many are also used to help compile the national accounts which give a coherent and related statistical picture of the economic scene. As an example, the quarterly inquiries into manufacturers' sales provide detailed information to monitor the progress of individual industries. They also provide a major input to the index of industrial production, the main short-term indicator of movements in industrial activity and a component of the national accounts. As a further example, the monthly retail sales inquiry provides a rapid measure of sales by shops which form about half of total expenditure by consumers. Knowledge of recent trends in consumer spending, itself about half of all spending in the economy, is vital for government policy including budget decisions.

Contact points

Business Statistics Office

Cardiff Road, Newport, Gwent NPT 1XG	**Newport 56111**
General inquiries	ext 2973
Production statistics	
Annual production statistics	ext 2455
Quarterly and monthly production inquiries	exts 2337/2322
Purchases inquiry	ext 2369
Classified list of businesses	ext 2556
Distribution statistics:	
Census of distribution 1971	ext 2000
Annual retail inquiry	ext 2070
Annual inquiry into distributive and service trades, capital expenditure and stocks	ext 2113
Census of production 1968	ext 2973
Annual minerals raised inquiry	ext 2926

BSO

Action to reduce the form-filling burden

In recent years, the BSO has attempted to reduce the burden of form-filling, in particular on small firms, in five main ways:

- ☐ by using sampling procedures and by excluding small firms from surveys wherever possible
- ☐ by asking the smaller firms to complete only simple forms with the bare minimum of questions
- ☐ by reducing, wherever possible, the frequency of regular statistical inquiries
- ☐ by making statistical forms more presentable and easier to complete
- ☐ by making the maximum use of alternative sources of information, including administrative data such as that derived from VAT.

The effect of such measures on the overall number of forms issued each year can, of course, be obscured by infrequent or new inquiries. There was also a major change in the pattern of numbers of forms issued in the early years of this decade when the BSO changed from large-scale censuses to more frequent but smaller inquiries.

Production industries

Short-period inquiries

The quarterly sales inquiries are under continuous review. About 1080 small establishments spread over 24 inquiries were excluded from the first quarter of 1976. Further attempts to simplify the short-term inquiry forms eliminated over 800 existing headings in the following 18 months, although there were some increases elsewhere to meet pressing user-demands and because of new or expanded inquiries, for example that concerned with offshore oil.

Another review was held in 1977 at the request of Les Huckfield, Parliamentary Under-Secretary of State in the Department of Industry with responsibility for statistics. As a result, from early 1978, about a further 1300 firms were relieved of the obligation to make quarterly returns; the volume of detail collected in some of the inquiries has also been reduced. In addition, a small quarterly inquiry has been completely stopped and some monthly inquiries have been discontinued or simplified. The effect of the review is that nearly 9000 fewer forms will be sent each year to businesses, mostly small firms.

The BSO is currently piloting a 'personalised form' for use in the quarterly inquiries which lists only those products individual respondents are known to make. The aim is that these forms will be brought into general use for all of the quarterly inquiries from the beginning of 1979. They will replace the present 165 separate industry quarterly forms now in use, each of which includes headings for all the products associated with the industry, regardless of whether such products feature in the sales of individual respondents. The present forms' range from four to 24 pages and contain between eight and over 200 headings, although the average contributor answers only about nine questions. If personalised forms are introduced, the BSO estimates that over 90 per cent of contributors will receive a single page form, and only about 100 will require more than one continuation sheet. A pilot scheme for three industries has run successfully since the first quarter of 1976 and the forms have been very favourably received by contributors.

Sampling was introduced in the quarterly inquiry into the extraction of sand and gravel in 1976 and information was collected from 600 fewer firms. A monthly inquiry into production of metal windows, doors, etc, was discontinued in July 1977 following a reassessment of its usefulness.

Annual and periodic inquiries

In the annual censuses of production, considerable efforts have been made to contain and, wherever possible, reduce the burden of form-filling. Accession of the UK to the EEC

Hurdles to be cleared before a new inquiry is introduced

Before a new statistical inquiry is introduced or an existing inquiry significantly changed, there are several 'hurdles' to clear.

The stages do not necessarily take place for each inquiry in the order shown. Each proposal may follow a different path, and some of the stages may be repeated when modifications are discussed. But each of the stages is passed through at least once for each proposal of any significance.

Hurdle 1

A need for figures to be collected has been initially expressed, probably by a government department, but sometimes originating in a suggestion from industry. This is followed by informal discussions with all concerned thoroughly exploring the need for the figures and the practicability of collecting them.

Hurdle 2

This stage comprises lengthy and often detailed discussions with firms and organisations which will be directly affected by the proposed inquiry. This includes firms who will be major contributors to the inquiry, trade associations which cover the industries concerned, and major users of the statistics. Also at this stage, organisations such as the statistics working party of the Confederation of British Industry and professional bodies are often consulted.

Hurdle 3

Having passed the informal discussion stage, the proposal is discussed interdepartmentally in the formal committees which are organised within the Government Statistical Service. These committees are chaired by the Central Statistical Office.

At the same time, recognition for the inquiry is sought from the survey control unit of the Central Statistical Office. It is this unit's function to ensure, first, that it is not appropriate to obtain the information required from other sources, secondly, to give advice on whether the general approach is practical and reasonable and thirdly, to give advice on the detail of form layout and question specification. In particular, it watches out for duplication with existing inquiries. The unit takes a full part in the interdepartmental discussions.

Hurdle 4

The Statistics of Trade Act 1947, under which the BSO carries out its statutory inquiries, requires the appointment of advisory committees, of which there are currently two: the distribution statistics advisory committee and the census of production advisory committee. These committees, and the standing consultative committee on construction statistics, represent a wide range of interests such as those of businessmen, academics and providers and users of the figures. They are consulted by the BSO about new inquiries, including the broad range of questions and the forms to be used; despite its name, the census of production advisory committee is consulted on inquiries other than the census addressed to manufacturing industry.

Hurdle 5

The final stage before approaching contributors is to seek approval for the detailed proposals for ministers in the sponsoring department as well as from those ministers in the Departments of Trade and Industry who are responsible for the collection of statistics by the BSO. Ministers may, of course, have been involved in the earlier stages. All new or substantially changed inquiries carried out by the BSO are approved by a minister, and existing inquiries often re-examined.

Hurdle 6

When appropriate – for example, in the case of a new inquiry possibly involving the collection of information not normally kept by firms – the inquiry will be preceded by a letter explaining the purposes for which the information is required and advance notification of the kinds of detail which will be wanted.

in 1973 led to some unavoidable extensions of the census, both in terms of coverage and of questions asked, to conform with the mandatory obligations of the two existing EEC directives on investment and industrial activity. To limit the additional burden, a flexible approach was adopted by asking some questions only of the larger establishments and by not collecting any information at all on some subjects when estimates could be made from other sources. For example, information about non-industrial services is collected only from establishments with 100 or more employees. Questions about social charges are also being confined to larger establishments.

At about the time that the UK joined the EEC, the BSO was considering the possibility of using sampling methods in the censuses of production. This work was discontinued because of shortage of resources and the understanding that sampling would not be admissible under the EEC directives. Following a visit by Mr Huckfield to the EEC's statistical office, the BSO has again been studying possible sampling schemes for the annual censuses. Further work and discussion, in particular with the EEC, is necessary but it seems likely that sampling will be introduced for same industries for the 1978 census.

The principal measures taken to minimise the burden of form-filling imposed by the 1974 purchases inquiry were to exclude as many small firms as possible by making the cut-off point appropriate to suit the industry and to make the questionnaires as short and simple as possible. The design objective for the inquiry was to ensure that at least 85 per cent of the employment in each industry came within scope. Three cut-off points were used – 100, 50 and 25 employees – and the highest of these which met the design objective for each industry was used. A similar approach will be used for the proposed 1979 purchases inquiry but discussions are taking place into the possibility of raising cut-off points for at least some industries above the corresponding 1974 levels. In addition, the number of questions seeking details of purchases in quantity terms, which seem to have caused particular difficulty in the 1974 inquiry, has been substantially reduced.

Distributive and service-industries

With the availability of the VAT-based register, it is expected that, apart from a few small exceptions (such as the annual inquiry covering film exhibitors), all distribution and service inquiries will henceforth be sample inquiries. This is a marked change from the past. For the last full census of distribution taken in 1971, for example, a complicated return was sought from each of the 350 000 retail organisations in existence at that time. For the 1976 retailing inquiry, the first of the new series of annual sample inquiries that have replaced the former censuses, only 30 000 businesses out of 300 000 or so within scope were asked to complete forms. For the 1977 inquiry, the sample size has been reduced to 25 000 without prejudicing the desired accuracy of the results.

The retailing inquiries also illustrate another means of minimising the form-filling burden. The smaller retailers in the sample (those with a turnover of less than £50,000 for 1976 but £100,000 for 1977) are asked to complete a simplified form. Only the largest retailers (those with a turnover of more than £250,000 for 1976 but £1 million for 1977) are asked for the full range of data.

This double approach has been followed for other inquiries. The following are examples:

☐ The VAT-based register was first used for the 1974 inquiry into wholesaling and dealing. Though much had still to be learnt at that time about the use of the register, the inquiry covered a sample of 26 000 businesses. Some 50 000 businesses, which would otherwise have been required to complete so businesses within the scope of the inquiry. Three main form types were used with the smallest businesses supplying simplified information.

☐ For the 1977 inquiry into catering, forms have been sent to 25 000 of the 105 000 or so businesses within the scope of the inquiry. Forty-six thousand forms were despatched for the last inquiry covering 1969. Less detailed information will be collected for 1977 and the smallest businesses will receive a simplified form.

At the beginning of 1977, after a reassessment of the balance between the need for the data and the burden on the trade of providing it, the short-period voluntary inquiry into the turnover of the catering trades was changed from monthly to quarterly. As a result, 20 000 fewer forms were sent out in 1977. A similar change had been made earlier to the short-period inquiry addressed to motor traders.

Operator's console in the computer room.

BSO Organisation

Director R. Ash

Branch 1 Short-term production statistics	Dr R. H. S. Phillips Chief statistician
Branch 2 Production censuses, construction statistics, statistical methods, purchases inquiries, research and development surveys	Dr B. Mitchell Chief statistician
Branch 3 Distribution statistics	J. M. Simmonds Chief statistician
Branch 4 Registers, information and publicity	R. M. Norton Chief statistician
Branch 5 Computer systems	J. A. Tiffin Assistant secretary
Branch 6 Administration	R. W. Makepeace Senior principal

BSO

How the library helps

The Business Statistics Office library is one of the three main government statistical inquiry points in the United Kingdom. This means that the public can contact the library for any statistical information required. The staff endeavour to answer the query from the library's own resources, or recommend consultation of appropriate publications. If they cannot, they suggest a government department or other organisation which may be able to help.

All sorts of inquiries are made, from the average height of men in Britain to the production of pencils in 1935. The library therefore keeps a wide-ranging and up-to-date stock of major statistical publications from all government department, and also has information to hand on contact points in these departments.

Subject areas that are particularly well covered include overseas trade of the United Kingdom, retail and wholesale price indices and wages and employment, while information is also available on, among other things, finance, family expenditure, population, health, crime and social trends. If government statistical publications cannot supply the required data, information may be available from commercial organisations. Statistical publications from some of these organisations are held by the library.

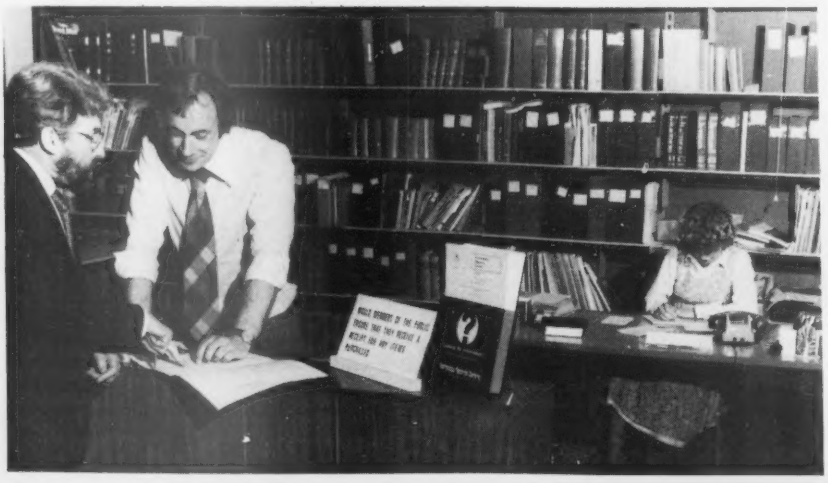
Most inquiries, of course, concern business statistics, and the main source of information is the series of Business Monitors compiled at the BSO. Copies of back and current issues of the Monitors are kept and these can be purchased by post or over the counter. Other government publications, however, are not sold by the library.

As well as statistical documents, the library contains a good selection of trade directories. These were obtained in the first place for use by BSO staff, but the library receives many requests for names and addresses of companies in particular industries, and trade directories are a useful source to suggest to inquirers. Back issues of some one hundred trade periodicals and journals are also kept, and these are useful for anyone who wishes to gain background information on an industry.

One section of unusual interest is the library's G. R. Porter Collection, which is part of the collection of the Royal Statistical Society. G. R. Porter was the Board of Trade's first statistician, and the collection consists mainly of nineteenth and early twentieth century UK and foreign statistics. In all, 92 countries are represented. The collection also includes a set of textbooks on economics, statistics and related subjects, ranging in date from the early nineteenth century to the 1940s.

Because of its location, the library does not get many outside visitors and most inquiries are dealt with by letter or telephone. Nevertheless, visitors are welcome during working hours.

Anthony Taylor, BSO librarian, tries to find the answer.



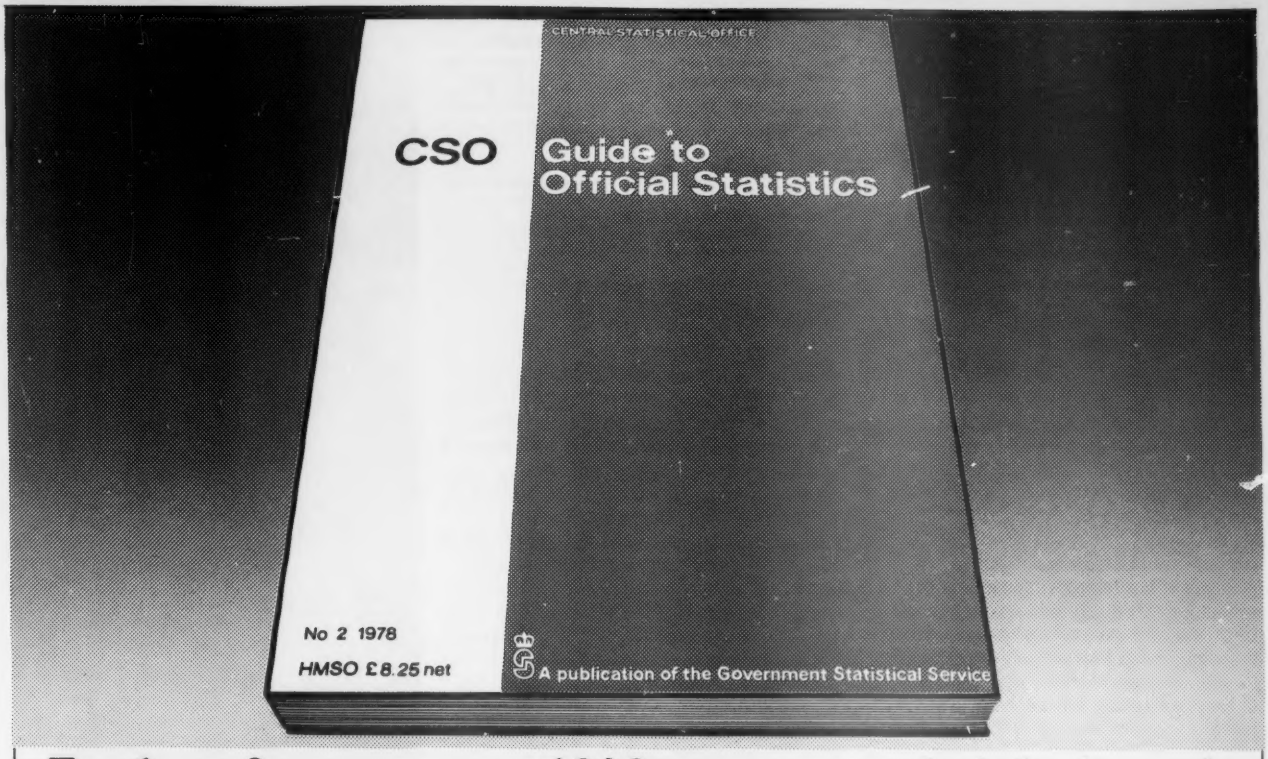
Business Monitors – what are they?

Business Monitors are the medium through which the government publishes the business statistics it gathers on the manufacturing, mining, distributive and service industries.
They are a series of monthly, quarterly and yearly publications based on information collected regularly by the BSO from firms in the industries covered – more than 30 000 firms in the case of the manufacturing and mining sectors alone.
They are the primary, and in many cases, the only source of the information they contain. And they are what you need to keep abreast of industrial trends.

Which Business Monitor should you have?
Business Monitors are published by Her Majesty's Stationery Office on behalf of the BSO. They are in three main series:
1 Production monitors:
Quarterly and monthly production monitors (PQ and PM series)
Annual census of production monitors (PA series).
2 Service and distributive monitors (SD series).
3 Miscellaneous monitors (M series).

Quarterly production monitors
Quarterly production monitors give comprehensive, up-to-date, detailed sales figures for over 4000 individual products manufactured by firms in some 160 industries. Where available, other relevant information – eg on imports and exports, employment, wholesale and retail prices – is also included. Sales are normally given in value terms, but, where appropriate, quantity detail is also shown. Hence you can use the PQ series to monitor quarterly movements in manufacturers' sales of virtually every important commodity produced in the UK, and in many cases to trace unit-value movements as well. If a very early indication of general trends is needed, a quarterly summary monitor (PQ 1002) is available which provides estimates of the total sales of about 150 manufacturing industries within 13 weeks of the quarter to which they relate.
At about the end of 1978, a new monitor, planned to be the first of a series, will be published using information from the quarterly manufacturing sales inquiries. This will show for 1975 (and for comparison for 1963 and 1968) the proportion of sales of about 350 selected groups of products contributed by the five enterprise groups with largest sales of the products.

Monthly production monitors
Monthly production monitors are more limited in coverage. The information is obtained from a few selected industries or



Judge for yourself if you need this book for your business

CHALLENGE QUIZ

1. **Where can you find information on how different kinds of family spend their money?**

2. **Which publication carries quarterly sales figures and imports/exports of tape recorders and record players?**

3. **Where can you get the latest population figures for a town or county?**

4. **Is there anything in print on financial institutions' ownership of listed company shares?**

(Answers below)

See how long it takes you to track down the answers to these questions. the GUIDE TO OFFICIAL STATISTICS tells you in a matter of moments – with full publication titles and publishing addresses.

Now have you ever thought how much time you and your staff lose in trying to track down the statistics you need? Over the year, hours and hours on the telephone. Wasted time that costs you money. Time you would prefer to spend on less frustrating pursuits.

The new edition of the Guide to Official Statistics will do most of that work for you.

This is the revised and completely updated edition of the important book first published in 1976 – a book that was so much in demand it had to be reprinted within months. The first edition was widely acclaimed.

" There are references to pretty well everything." **Guardian**

" Very good value." **Birmingham Post**

And now the new 1978 edition is available, fully revised to take account of all the changes and new developments in official statistics.

The material for the Guide is held on computer and has been updated continuously since the first edition was published. This has been done using a network of contacts throughout central government, and elsewhere, too. Thousands of separate amendments and additions.

It's the most extensive volume of its kind ever produced in Britain. In its 400 pages you'll find nearly 800 topics covering almost every subject of national interest. For each topic it tells you what government sources are available and where to find them. It also leads you to important unofficial sources. And it covers occasional reports and articles as well as statistics that are published regularly.

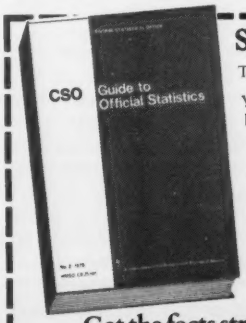
Altogether 2,500 sources are identified – with publication details in a useful bibliography. To make it easier to find your way around, there's an alphabetical index of 3,000 keywords.

Finally, there are 'phone numbers and addresses of 150 contact points in government enabling you to follow up particular inquiries.

Can you afford not to have this book? Complete the coupon and send for yours now.

A word of caution: you' ll find that your copy soon becomes the " most borrowed" book in the office. A good reason to order several copies for your colleagues!

ANSWERS
1. The annual Family Expenditure Survey
2. Business Monitor PQ 3652
3. OPCS Reference Volume – Population Estimates
4. Yes – an article in September 1977 Economic Trends



Send for the book that can save you time and money

To: J.B. Wright, Central Statistical Office, Great George St., London SW1P 3AQ.

Yes, please send_____ copies of *Guide to Official Statistics* (second edition). Price £8.25 + 86p p&p each. AND please tell me how to place a standing order to receive future editions automatically.

I enclose a remittance of £_____ (All cheques and postal orders to be made payable to Her Majesty's Stationery Office.)

CO/TR

OR Please charge my HMSO account number_____

Name_____

Organisation_____ Position_____

Address_____

Postcode_____

Get the facts straight from the Government Statistical Service.

BSO

No wonder she's smiling. She's holding a new slimmed-down version of the retail trading inquiry form. Provisional and final results of the inquiry are published annually in *Trade and Industry*, with detailed final results in a Business Monitor.

groups of industries, which provide summary figures – eg on total sales, production, orders on hand, consumption, stocks – for use by the government as a monthly measure of movements in the economy. The PM series give you prompt indicators of activity in these industries.

Annual production monitors

Annual census of production monitors (there are about 160 in all) contain information describing the structure of manufacturing industry. They cover virtually every sector of the industry, and include data on total purchases, total sales, stocks, work in progress, capital expenditure, employment, and wages and salaries. They include analyses of cost and output; of establishments by size; of full- and part-time employees by sex; and of employment, net capital expenditure and net output by region.

You can use the information, particularly that from the size-analysis table, to establish such ratios as gross output per head, net output per head, salaries and wages per head, net to gross output, and wages and salaries to net output. With these as a base, you can compare your own business's performance with the average for similar-size firms and with that for your particular industry as a whole. For example, you can discover your share of the market, and compare employment figures, increases in sales and so on.

Service and distributive monitors

There are two main groups of 'service' and 'distributive' monitors. One group provides timely indicators of short-term trends in the service and distribution sector, for example monthly index numbers of the total sales of retailers, and (for selected kinds of business) index numbers of hire-purchase sales and details of instalment debt, new credit extended and repayments. Similar details of debt, credit and repayments are available monthly for finance houses with information on their assets and liabilities published quarterly. There are also quarterly monitors giving index numbers of sales by the catering trades and details of work done by the computer service industry.

Another group of monitors reports the results of major annual or periodic inquiries. This group includes the 1971 census of distribution monitors which are a source of detailed information on business activity in retail distribution and in related service trades, such as hairdressing, footwear repair and laundries. There are data on types and numbers of businesses, persons engaged, turnover by commodity, purchases, floorspace, stocks, credit sales, book debts and capital expenditure. There are also analyses by area down to the level of individual shopping centres. During 1978, a series of monitors is being introduced, the first for 1976, presenting the results of a new sequence of annual inquiries collecting information about retail businesses.

The motor trades monitor for 1972 covers types and numbers of businesses, turnover, capital expenditure, stocks and purchases. A monitor giving similar information for 1974 for the wholesale trades will be published in the latter half of 1978.

Whatever your sector, you should find the facts useful. If you are a retailer, wholesaler, or motor trader, they provide operating ratios against which to judge your performance. If you are a manufacturer or researcher, use them to get a picture of your market and its opportunities.

Miscellaneous monitors

Miscellaneous monitors cover subjects falling outside the scope of the other series. There is a monthly monitor on new vehicle registrations; there are quarterly monitors on overseas travel and tourism, acquisitions and mergers of companies, and investment by insurance companies and pension funds; and there are annual monitors on cinemas, company finance, overseas transactions, and nationality of vessels in sea-borne trade. Another monitor surveys the aerospace industry, and another lists UK imports and exports classified to industries.

Also in the series is a survey of standby electricity generating equipment in industry.

How often do you ask . . .

Am I selling the right goods?
Am I operating at full efficiency?
Should I branch out to new markets?
Business Monitors could help answer such questions for you.

Business Monitors could help you to

Monitor business trends.
Follow the progress of individual products and know which product sales are increasing.
Rate your company's performances against your industry as a whole.
Measure the efficiency of different parts of your business.
Check on the seasonal factors in your trading operation.
Keep up to date on the industries that supply you.
Show the way to new market opportunities.
GET THE FACTS ON THE STATE OF YOUR MARKET.

How to order Business Monitors

The PM, PQ, SD and M series of Business Monitors (excluding Nos. SD10–SD24, M9 and M11) are available on annual subscription. The Annual Census of Production Reports (PA series), the 1971 Census of Distribution Reports (Nos. SD10–SD23), the Motor Trades 1972 monitor (SD24) and monitors M9, M10 and M11 are individually priced. The Annual Census of production Reports (PA series) are also available by standing order. (Standing orders ensure that all or selected titles are supplied automatically on publication: a £5 deposit will open an account.)

Subscriptions and standing orders should be sent to: HMSO Books, PO Box 569, London SE1 9NH.

Individual copies of the PM, PQ, SD and M series of monitors can be purchased by post – cash with order – from The Library, Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG; or can be bought over the counter from the library at the Business Statistics Office or from the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

Business Monitors available

PM indicates 'monthly production', PQ 'quarterly production', PA 'annual production', SD 'service and distribution', M 'miscellaneous'.

Production Series (monthly and quarterly)

Mining and quarrying

Chalk, clay, sand and gravel extraction	PQ 103
Coal mining	PQ 101
Miscellaneous mining and quarrying	PQ 109.2
Petroleum and natural gas	PQ 104
Salt	PQ 109.3
Stone and slate quarrying and mining	PQ 102

Food, drink and tobacco

Animal and poultry foods	PQ 219
Bacon curing, meat and fish products	PQ 214
Biscuits	PQ 213
Bread and flour confectionery	PQ 212
Brewing and malting	PQ 231
British wines, cider and perry	PQ 239.2
Cocoa, chocolate and sugar confectionery	PQ 217
Fruit and vegetable products	PQ 218
Grain milling	PQ 211
Magarine	PQ 229.1
Milk and milk products	PQ 215
Soft drinks	PQ 232
Spirit distilling and compounding	PQ 239.1
Starch and miscellaneous foods	PQ 229.2
Sugar	PQ 216
Tobacco	PQ 240
Vegetable and animal oils and fats	PQ 221

Coal and petroleum products

Lubricating oils and greases	PQ 263
Mineral oil refining	PQ 262

Chemicals and allied industries

Dyestuffs and pigments	PQ 277
Fertilisers	PQ 278
Formulated adhesives, gelatine, etc	PQ 279.2
Formulated pesticides, etc	PQ 279.4
General chemicals	PQ 271
Paint	PQ 274
Pharmaceutical chemicals and preparations	PQ 272
Photographic chemical materials	PQ 279.7
Polishes	PQ 279.1
Printing ink	PQ 279.5
Soap and detergents	PQ 275
Surgical bandages, etc	PQ 279.6
Synthetic resins and plastics materials	PQ 276.1
Synthetic rubber: see 'Rubber' under 'Other manufacturing industries'	
Toilet preparations	PQ 273

Metal manufacture

Aluminium and aluminium alloys	PQ 321
Copper, brass and other copper alloys	PQ 322
Miscellaneous non-ferrous metals	PQ 323

Mechanical, instrument and electrical engineering

Engineering (volume indices of sales and orders)	PM 33–36

Mechanical engineering

Agricultural machinery (except tractors)	PQ 331
Ball, roller, plain and other bearings	PQ 349.1
Compressors and fluid-power equipment	PQ 333.3
Construction and earth-moving equipment	PQ 336
Constructional steelwork	PQ 341.4
Food and drink processing machinery and packaging and bottling machinery	PQ 339.7
Industrial engines	PQ 334
Industrial (including process) plant and fabricated steelwork	PQ 341.5
Mechanical handling equipment	PQ 337
Metal-working machine tools	PQ 332
Metal-working machine tools: orders and deliveries	PM 332
Mining machinery	PQ 339.1
Miscellaneous (non-electrical) machinery	PQ 339.9
Office machinery (See also 'Office equipment' under 'Monitors covering more than one industry')	PQ 338
Precision chains and other mechanical engineering products	PQ 349.2
Printing, bookbinding and paper goods machinery	PQ 339.2
Pumps	PQ 333.1
Refrigerating machinery, space-heating, ventilating and air-conditioning equipment	PQ 339.3
Scales and weighing machinery and portable power tools	PQ 339.5
Textile machinery and accessories	PQ 335
Valves	PQ 333.2

Instrument engineering

Office equipment	
See under 'Monitors covering more than one industry'	
See also 'Office Machinery' under 'Mechanical engineering'	
Photographic and document copying equipment	PQ 351
Scientific and industrial instruments and systems	PQ 354
Surgical instruments and appliances	PQ 353
Watches and clocks	PQ 352

Electrical engineering

Broadcast receving and sound reproducing equipment	PQ 365.2
Electric appliances primarily for domestic use	PQ 368
Electric lamps, electric light fitings, wiring accessories, etc	PQ 369.1
Electrical equipment for motor vehicles, cycles and aircraft	PQ 369.1
Electrical machinery	PQ 361
Electronic computers	PQ 366
Gramophone records and tape recordings	PQ 365.1
Insulated wires and cables	PQ 362
Primary and secondary batteries	PQ 369.2
Radio and electronic components	PQ 364
Radio, radar and electronic capital goods	PQ 367
Telegraph and telephone apparatus and equipment	PQ 363

Shipbuilding and marine engineering

Ship and boat building, repairing and marine engineering	PQ 370

Vehicles

Aerospace products	PQ 383
Cars and commercial vehicle production	PM 381
Locomotives, railway track equipment, railway carriages, wagons and trams	PQ 384
Motor cycles and pedal cycles	PQ 382
Motor vehicle manufacturing	PQ 381.1
Trailers, caravans and freight containers	PQ 381.2
Wheeled tractors	PQ 380

Metal goods

Bolts, nuts, screws, rivets, etc	PQ 393
Cans and metal boxes	PQ 395
Cutlery, spoons, forks and plated tableware (including safety razors and blades)	PQ 392
Domestic gas appliances	PQ 399.9
Drop forgings	PQ 399.5
Engineers' small tools and gauges	PQ 390
Hand tools and implements	PQ 391
Jewellery	PQ 396.2
Metal finishing	PQ 399.11
Metal furniture	PQ 399.1
Metal hollow-ware	PQ 399.6
Metal window and door frames	PQ 399.2
Metallic closures	PQ 399.10
Miscellaneous metal goods	PQ 399.12
Needles, pins, fish-hooks and other metal small wares	PQ 399.8
Safes, locks, latches, keys and springs	PQ 399.3
Wire and wire manufactures	PQ 394

Textiles

Asbestos	PQ 429.1
Canvas goods and sacks and other made-up textiles	PQ 422.2
Carpets	PQ 419
Hosiery and other knitted goods	PQ 417.1
Household textiles and handkerchiefs	PQ 422.1
Jute	PQ 415
Lace	PQ 418
Miscellaneous textile industries	PQ 429.2
Narrow fabrics	PQ 421
Production of man-made fibres	PQ 411
Rope, twine and net	PQ 416
Spinning and doubling on the cotton and flax systems	PQ 412
Textile finishing	PQ 423
Warp knitting	PQ 417.2
Weaving of cotton, linen and man-made fibres	PQ 413
Woollen and worsted	PQ 414

Leather, leather goods and fur

Fur	PQ 433
Leather (tanning and dressing) and fellmongery	PQ 431
Leather goods	PQ 432

Clothing and footwear

Corsets and miscellaneous dress industries	PQ 449.1
Footwear	PQ 450
Gloves	PQ 449.2
Hats, caps and millinery	PQ 446
Men's and boys' tailored outerwear	PQ 442
Overalls and men's shirts, underwear, etc	PQ 444
Weatherproof outerwear	PQ 441
Women's and girls' light outerwear, lingerie, infants' wear, etc	PQ 445
Women's and girls' tailored outerwear	PQ 443

Bricks, pottery, glass, cement, etc

Abrasives	PQ 469.1
Cement	PQ 464
Clay building bricks and other non-ferrous goods	PQ 461.2
Glass	PQ 463
Miscellaneous building materials and mineral products	PQ 469.2
Pottery	PQ 462
Refractory goods	PQ 461.1

Timber, furniture, etc

Bedding and soft furnishings	PQ 473
Imported timber	PM 476
Miscellaneous wood and cork manufactures	PQ 479
Shop and office fittings	PQ 474
Timber (sawmilling, etc, and builders' woodwork)	PQ 471
Wood chipboard	PM 471.1
Wooden containers and baskets	PQ 475
Wooden furniture and upholstery	PQ 472

Paper, printing and publishing

Cardboard boxes, cartons and fibreboard packing cases	PQ 482.1
General printing and publishing	PQ 489
Manufactured stationery	PQ 483
Miscellaneous manufactures of paper and board	PQ 484.2
Miscellaneous packaging products of paper and film	PQ 482.2
Newspapers and periodicals	PQ 485
Paper and board	PQ 481
Paper and paper making materials	PM 481
Wallcoverings	PQ 484.1

Other manufacturing industries

Brushes and brooms	PQ 493
Miscellaneous manufacturing industries	PQ 499.2
Miscellaneous stationers' goods	PQ 495
Musical instruments	PQ 499.1
Plastics floorcoverings, leathercloth, etc	PQ 492
Plastics products	PQ 496
Rubber	PQ 491
Rubber	PM 491
Sports equipment	PQ 494.3
Toys, games and children's carriages	PQ 494.1

Gas, electricity and water

Electricity	PQ 602
Gas	PQ 601
Water supply	PQ 603

Monitors covering more than one industry

Engineering (volume indices of sales and orders)	PM 33–36
Guide to short term statistics of manufacturers' sales	PQ 1001
Index of commodities	PQ 1000
Manufacturing industries total sales	PQ 1002
Office equipment	PQ 1005
Packaging products	PQ 480

Annual Census of Production Reports

Mining and quarrying

Chalk, clay, sand and gravel extraction	PA 103
Coal mining	PA 101
Miscellaneous mining and quarrying	PA 109
Petroleum and natural gas	PA 104
Stone and slate quarrying and mining	PA 102

Food, drink and tobacco

Animal and poultry foods	PA 219
Bacon curing, meat and fish products	PA 214
Biscuits	PA 213
Bread and flour confectionery	PA 212
Brewing and malting	PA 231
British wines, cider and perry	PA 239.2
Cocoa, chocolate and sugar confectionery	PA 217
Fruit and vegetable products	PA 218
Grain milling	PA 211
Margarine	PA 229.1
Milk and milk products	PA 215
Soft drinks	PA 232
Spirit distilling and compounding	PA 239.1
Starch and miscellaneous foods	PA 229.2
Sugar	PA 216
Tobacco	PA 240
Vegetable and animal oils and fats	PA 221

Coal and petroleum products

Coke ovens and manufactured fuel	PA 261
Lubricating oils and greases	PA 263
Mineral oil refining	PA 262

Chemicals and allied industries

Dyestuffs and pigments	PA 277
Explosives and fireworks	PA 279.3
Fertilisers	PA 278
Formulated adhesives, gelatine, etc	PA 279.2
Formulated pesticides, etc	PA 279.4
Inorganic chemicals	PA 271.1
Miscellaneous chemicals	PA 271.3
Organic chemicals	PA 271.2
Paint	PA 274
Pharmaceutical chemicals and preparations	PA 272
Photographic chemical materials	PA 279.7
Polishes	PA 279.1
Printing ink	PA 279.5
Soap and detergents	PA 275
Surgical bandages, etc	PA 279.6
Synthetic resins and plastics materials and synthetic rubber	PA 276
Toilet preparations	PA 273

BSO

Metal manufacture

Aluminium and aluminium alloys	PA 321
Copper, brass and other copper alloys	PA 322
Iron and steel (general)	PA 311
Iron castings, etc	PA 313
Miscellaneous base metals	PA 323
Steel tubes	PA 312

Mechanical engineering

Agricultural machinery (except tractors)	PA 331
Ball, roller, plain and other bearings	PA 349.1
Construction and earth-moving equipment	PA 336
Food and drink processing machinery and packaging and bottling machinery	PA 339.7
Industrial engines	PA 334
Industrial (including process) plant and steelwork	PA 341
Mechanical handling equipment	PA 337
Metal-working machine tools	PA 332
Mining machinery	PA 339.1
Miscellaneous (non-electrical) machinery	PA 339.9
Office machinery	PA 338
Ordnance and small arms	PA 342
Precision chains and other mechanical engineering	PA 349.2
Printing, bookbinding and paper goods machinery	PA 339.2
Pumps, valves and compressors	PA 333
Refrigerating machinery, space-heating, ventilating and air-conditioning equipment	PA 339.3
Scales and weighing machinery and portable power tools	PA 339.5
Textile machinery and accessories	PA 335

Instrument engineering

Photographic and document copying equipment	PA 351
Scientific and industrial instruments and systems	PA 354
Surgical instruments and appliances	PA 353
Watches and clocks	PA 352

Electrical engineering

Broadcast receiving and sound reproducing equipment	PA 365.2
Electric lamps, electric light fittings, wiring accessories, etc	PA 369.4
Electrical appliances primarily for domestic use	PA 368
Electrical equipment for motor vehicles, cycles and aircraft	PA 369.1
Electrical machinery	PA 361
Electronic computers	PA 366
Gramophone records and tape recordings	PA 365.1
Insulated wires and cables	PA 362
Primary and secondary batteries	PA 369.2
Radio and electronic components	PA 364
Radio, radar and electronic capital goods	PA 367
Telegraph and telephone apparatus and equipment	PA 363

Shipbuilding and marine engineering

Shipbuilding and marine engineering	PA 370

Vehicles

Aerospace equipment, manufacturing and repairing	PA 383
Locomotives, railway track equipment, railway carriages, wagons and trams	PA 384
Motor cycle, tricycle and pedal cycle manufacturing	PA 382
Motor vehicle manufacturing	PA 381.1
Trailers, caravans and freight containers	PA 381.2
Wheeled tractor manufacturing	PA 380

Metal goods not elsewhere specified

Bolts, nuts, screws, rivets, etc	PA 393
Cans and metal boxes	PA 395
Cutlery, spoons, forks and plated tableware, etc	PA 392
Drop forgings, etc	PA 399.5
Engineers' small tools and gauges	PA 390
Hand tools and implements	PA 391
Jewellery and precious metals	PA 396
Metal furniture	PA 399.1
Metal hollow-ware	PA 399.6
Miscellaneous metal manufacture	PA 399.8
Wire and wire manufactures	PA 394

Textiles

Asbestos	PA 429.1
Canvas goods and sacks and other made-up textiles	PA 422.2
Carpets	PA 419
Hosiery and other knitted goods	PA 417.1
Household textiles and handkerchiefs	PA 422.1
Jute	PA 415
Lace	PA 418
Miscellaneous textiles	PA 429.2
Narrow fabrics	PA 421
Production of man-made fibres	PA 411
Rope, twine and net	PA 416
Spinning and doubling on the cotton and flax systems	PA 412
Textile finishing	PA 423
Warp knitting	PA 417.2
Weaving of cotton, linen and man-made fibres	PA 413
Woollen and worsted	PA 414

Leather, leather goods and fur

Fur	PA 433
Leather goods	PA 432
Leather (tanning and dressing) and fellmongery	PA 431

Clothing and footwear

Corsets and miscellaneous dress industries	PA 449.1
Dresses, lingerie, infants' wear, etc	PA 445
Footwear	PA 450
Gloves	PA 449.2
Hats, caps and millinery	PA 446
Men's and boys' tailored outerwear	PA 442
Overalls and men's shirts, underwear, etc	PA 444
Weatherproof outerwear	PA 441
Women's and girls' tailored outerwear	PA 443

Bricks, pottery, glass, cement, etc

Abrasives	PA 469.1
Building bricks and non-refractory goods	PA 461.2
Cement	PA 464
Glass	PA 463
Miscellaneous building materials and mineral products	PA 469.2
Pottery	PA 462
Refractory goods	PA 461.1

Timber, furniture, etc

Bedding, etc	PA 473
Furniture and upholstery	PA 472
Miscellaneous wood and cork manufactures	PA 479
Shop and office fittings	PA 474
Timber	PA 471
Wooden containers and baskets	PA 475

Paper, printing and publishing

Cardboard boxes, cartons and fibreboard packing cases	PA 482.1
General printing and publishing	PA 489
Manufactured stationery	PA 483
Miscellaneous manufactures of paper and board	PA 484.2
Packaging products of paper and associated materials	PA 482.2
Paper and board	PA 481
Printing, publishing of newspapers and periodicals	PA 485
Wallcoverings	PA 484.1

Other manufacturing industries

Brushes and brooms	PA 493
Linoleum, plastics floorcovering, leathercloth, etc	PA 492
Miscellaneous manufacturing industries	PA 499.2
Miscellaneous stationers' goods	PA 495
Musical instruments	PA 499.1
Plastics products	PA 496
Rubber	PA 491
Sports equipment	PA 494.3
Toys, games and children's carriages	PA 494.1

Construction

Construction	PA 500

Gas, electricity and water

Electricity	PA 602
Gas	PA 601
Water supply	PA 603

Monitors covering more than one industry

Analyses of UK manufacturing local units by employment size	PA 1003
Input/output tables for the UK	PA 1004
Introductory notes	PA 1001
Minerals	PA 1007
Provisional results	PA 1000
Summary tables	PA 1002

Service and Distributive Series

Monthly (M) and quarterly (Q)

SD1	Food shops (M)
SD2	Clothing and footwear shops (M)
SD3	Durable goods shops (M)
SD4	Miscellaneous non-food shops (M)
SD5	Catering trades (Q)
SD6	Instalment credit business of finance houses (M)
SD7	Assets and liabilities of finance houses and other consumer credit companies (Q)
SD8	Instalment credit business of retailers (M)
SD9	Computer services (Q)

Census of distribution and other services 1971

SD10	Part 1. Retail outlets (establishment tables)
SD11	Part 2. Scotland
SD12	Part 3. Wales
SD13	Part 4. North Region
SD14	Part 5. Yorkshire and Humberside Region
SD15	Part 6. East Midlands Region
SD16	Part 7. East Anglia Region
SD17	Part 8. London and South East Region
SD18	Part 9. South West Region
SD19	Part 10. West Midlands Region
SD20	Part 11. North West Region
SD21	Part 12. Area summary figures
SD22	Part 13. Retail organisation tables and service trades
SD23	Supplement – Regional, television areas, floor-space, self-service, department stores, mail order and other tables

Motor trades inquiry

SD24	Motor trades 1972

Miscellaneous Series

M1	Motor vehicle registrations
M2	Cinemas
M3	Company finance
M4	Overseas transactions
M5	Insurance companies' and private pension funds' investments
M6	Overseas travel and tourism
M7	Acquisitions and mergers of industrial and commercial companies
M8	Nationality of vessels in sea-borne trade
M9	Survey of the United Kingdom aerospace industry
M10	Overseas trade analysed in terms of industries
M11	Survey of standby electricity generating plant in industry
M12	Import penetration and export sales ratios for manufacturing industries

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,401	10,762	1,938	1,946	£ million		
1971	101.8	32 675	9 682	1 988	1 922	92	−148	52	18	1 074	279	795
1972	104.2	34 542	9 797	1 721	2 035	34	−145	48	15	126	−701	827
1973	110.4	36 062	10 253	1 730	2 377	1,321	597	102	379	−983	−2 354	1 471
1974	109.5	35 631	10 287	1 964	2 300	596	634	81	−109	−3 515	−5 195	1 680
1975	107.2	35 269	9 640	1 695	1 921	−842	−429	−111	−65	−1 614	−3 205	1 591
1976	109.7	35 406	9 444	1 633	1 900	97	5	23	9	−1 107	−3 510	2 403
1977	110.6	35 133	9 072	1 764	2 081	423	234	108	17	−35	−1 612	1 577
1976 2nd qtr.	109.2	8 793	2 346	400	468	−12	−66	−20	−45	−345	−909	564
3rd qtr.	109.5	8 879	2 377	414	488	5	−2	14	16	−377	−1 097	720
4th qtr.	111.1	8 928	2 343	422	496	105	73	3	5	−338	−961	623
1977 1st qtr.	110.0	8 758	2 260	419	502	233	125	51	102	−505	−947	442
2nd qtr.	110.7	8 644	2 293	433	508	228	164	39	−5	−364	−764	400
3rd qtr.	110.9	8 831	2 265	456	530	−31	−31	5	−44	483	54	429
4th qtr.	110.8	8 900	2 254	457	541	−7	−25	13	−36	351	45	306
1978 1st qtr.		9 070 pe		443 p	544 p		67 p	46 p	61 p	−220	−520	300 e
% change last 2 qtrs. on prev. 2 qtrs.	+0.5	+2.8	−0.7	+1.2	+4.5							
on a year earlier	+0.5	+1·6	−4.3	+7.0	+8.7							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1975 19,462	1975 22,667
1971	100.1	99.4	100.0	108.5	80.0	9.4	104.6	109.0	118.7	775.8	3.4	130.9	84.6	83.3
1972	102.3	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.0	854.9	3.7	147.3	84.5	92.4
1973	110.0	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.1	611.0	2.6	307.0	96.8	105.6
1974	106.3	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.1	599.7[1]	2.6[1]	302.7[1]	103.9	107.9
1975	100.6	102.2	106.7	97.2	134.8	24.2	235.4	188.7	226.6	929.0	3.9	150.0[1]	100.0	100.0
1976	101.4	103.2	106.5	104.7	157.1	16.5	299.0	219.6	261.9	1 269.8[1]	5.4[1]	120.4[1]	109.9	105.5
1977	102.4	103.7	103.6	107.1	182.0	15.8	340.1	261.7	288.5	1 378.1	5.8	155.6[1]	118.9	107.0
1977 1st qtr.	103.2	105.3	103.3	104	174.1	16.5	341.5	248.0	280.0	1 329.5	5.6	..	115.7	109.1
2nd qtr.	101.9	103.0	102.5	103	181.9	17.4	347.7	259.2	285.3	1 340.6	5.6	157.7	118.0	109.8
3rd qtr.	102.7	103.7	104.3	112	184.7	16.5	340.5	267.7	288.3	1 414.6	5.9	151.9	124.1	106.4
4th qtr.	101.9	102.8	104.4	110	187.4	13.1	330.6	272.1	300.4	1 427.8	6.0	160.1	117.9	102.6
1978 1st qtr.	103.6 p	103.9 p	106.3	129	190.6	9.5	326.7	278.9	310.6 p	1 409.4	5.9	187.7	120.5 p	113.6 p
1977 June	100.3	100.6	102.1	95	183.6	17.7	345.2	262.4	286.5	1 364.3	5.7	158.1	121.9	114.5
July	102.8	104.2	104.8	113	183.8	17.6	344.5	265.8	286.3	1 398.5	5.9	155.2	123.1	110.4
Aug.	102.6	103.3	104.7	116	184.7	16.5	338.8	268.1	287.7	1 410.3	5.9	153.4	123.4	101.3
Sept.	102.6	103.5	103.5	107	185.7	15.6	338.1	269.2	291.0	1 434.9	6.0	147.2	125.9	107.5
Oct.	101.7	102.5	102.7	116	186.5	14.1	333.8	271.0	295.8	1 431.5	6.0	156.0	119.4	101.3
Nov.	101.6	102.1	103.1	108	187.4	13.0	329.9	272.0	300.5	1 429.6	6.0	159.4	115.3	98.4
Dec.	102.5	103.6	106.9	104	188.4	12.1	328.0	273.3	304.8	1 422.3	6.0	165.0	118.9	108.1
1978 Jan.	103.2	103.4	104.9	125	189.5	9.9	324.9	277.1	306.3	1 419.2	5.9	180.3	112.3	114.3
Feb.	103.9	103.9	106.8	120	190.6	9.5	324.2	279.2	311.2	1 409.0	5.9	187.0	127.9	110.1
Mar.	103.7 p	104.5 p	107.0	142	191.8	9.1	330.9 p	280.5 p	314.2p	1 400.0	5.9	195.8	121.4	116.4
Apr.			106½	132	194.6	7.9	337.2 p	282.6 p		1 387.1	5.8	203.7	126.3 p	102.6 p
May										1 366.4 p	5.7	209.9 p		
% change latest 3 months on prev. 3 months	+1.7	+1.1	+1.6	+16.9	+2.1		+1.0	+2.4	+3.4	−2.3		+14.5	+8½	+2½
on a year earlier	+0.4	−1.3	+4.1	+22.0	+8.8		−4.3	+11.7	+10.9	+4.2		+30.0	+8	+4½

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Economic indicators of the industrial countries: quarterly analysis

After rising in the first quarter of 1977, industrial production in the OECD countries showed only a slight upward movement for the rest of last year and in the first two months of 1978. In 1977 as a whole OECD industrial production increased by about 4 per cent compared with 9 per cent in 1976. In the United States growth in industrial production slowed in the second half of 1977 and early in 1978 with the prolonged coal strike and severe weather contributing to the slowdown. There was a recovery in Japanese industrial output in the fourth quarter of 1977 and the first quarter of this year following a period of little change earlier in 1977. There was likewise little change in industrial production in the EEC countries after the expansion at the end of 1976 and the beginning of 1977, at least until January and February of this year for which provisional figures suggest some improvement.

World exports and imports in dollar value *both rose by around 14 per cent in 1977.* In volume terms this probably represents an *increase of about 4 per cent compared with* 10½ per cent in 1976. The growth in the *value of exports by industrial countries* remained steady in both halves of the year but exports from the rest of the world slowed down considerably in the second half of 1977. Detailed analysis of industrial countries' trade suggests that the growth of the value of their exports to the rest of the *world expanded strongly in 1977* whereas the growth in trade among themselves *slackened slightly compared with the in-*

The tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – (e). The form of presentation adopted – indicators by *subject – is for convenience only, and it must not be assumed that the indicators in the same* table for different countries are strictly comparable. An attempt has been made to indicate major *differences of definition, but the coverage and methods of collection vary considerably; this is* partly due to different administrative procedures in various countries. Fuller details may be *obtained from the sources indicated, and from the national publications of the countries con-*cerned. Exchange rates are those used in the basic data sources. The group of industrial countries is taken as comprising the members of the Organistion for Economic Co-operation and Develop*ment (OECD) ie: western Europe, north America, Japan, Australia and New Zealand. Consumer* prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

This article is the quarterly variation of the monthly series, supplementing the usual tables with those showing: gross domestic production, earnings/wages, world and industrial countries trade, balance of payments, import and export volume and exports of manufactures.

Table 1 Industrial production *(excluding construction) seasonally adjusted*

Indices 1970 = 100

	Belgium	Luxembourg	France	F.R. of Germany	Ireland	Italy	Netherlands	United Kingdom r	EEC[1]	Canada	United States	Japan[2]	OECD[2]
Weights in total	1.3	0.1	7.1	12.5	0.2	4.5	1.5	6.3	33.5	3.5	43.2	11.6	
1971	103	98.7	106	101.8	104	99.9	106	99.8	102	105.6	102.0	102.3	102
1972	109	102.8	112	105.7	109	104.4	111	102.1	107	113.0	111.0	110.2	110
1973	*116*	*115.1*	*120*	*112.9*	*120*	*114.5*	*119*	*110.5*	*115*	*123.5*	*120.4*	*127.4*	*120*
1974	120	119.1	123	111.3	122	119.0	125	108.5	115	127.4	119.9	123.5	120
1975	109	93.0	114	105.0	114	108.5	119	103.1	108	121.3	109.3	110.4	110
1976	*118*	*98.9*	*124*	*112.7*	*125*	*121.1*	*126*	*104.3*	*115*	*127.4*	*120.4*	*125.4*	*120*
1977	117	99.4	126	116.1	135	121.4	127	105.8	118	131.6	127.1	131.1 e	125
1975 *1st quarter*	*111*	*101.4*	*113*	*104*	*114*	*110.2*	*120*	*107.8*	*108*	*121.3*	*105.0*	*106.5*	*108*
2nd	107	92.3	113	104	113	107.0	117	102.3	106	120.7	106.0	109.8	108
3rd	106	83.2	112	104	114	105.9	115	101.1	106	120.8	111.8	112.2	111
4th	*110*	*94.2*	*117*	*108*	*116*	*110.8*	*123*	*102.3*	*110*	*122.3*	*114.4*	*112.9*	*114*
1976 1st quarter	114	97.5	122	111	121	116.6	124	102.6	113	125.7	118.1	119.8	117
2nd	*119*	*103.7*	*123*	*113*	*123*	*120.7*	*126*	*104.5*	*115*	*128.0*	*120.0*	*125.0*	*120*
3rd	118	96.6	125	114	126	122.7	127	104.2	116	127.5	121.4	127.0	121
4th	119	97.7	125	115	128	127.9	129	105.9	118	128.4	122.0	129.3	122
1977 1st quarter	120	100.1	129	117	130	131.4	127	107.1	120	131.1	123.9	130.1	124
2nd	119	103.4	125	116	135	122.2	128	105.5	117	131.5	127.1	131.1	125
3rd	*114*	*94.4*	*125*	*116*	*134*	*120.2*	*124*	*105.9*	*117*	*131.5*	*128.4*	*130.0*	*125*
4th	116	98.8	124	117	140	118.1	127	104.7	117	132.4	129.2	133.3 e	126
1978 1st quarter				*118 e*				*106.6*			*129.5 e*	*136.7 e*	
1976 April	120	100.6	122	112		118.6	126	104.0	115	127.5	119.1	125.9	119
May	*119*	*108.0*	*122*	*111*		*124.1*	*125*	*106.0*	*115*	*127.5*	*120.2*	*123.4*	*120*
June	121	102.6	123	113		119.5	126	103.2	115	127.2	120.7	125.7	120
July	114	94.1	124	111		122.7	124	104.2	115	126.7	121.2	127.3	120
August	*121*	*86.5*	*124*	*113*		*118.9*	*127*	*103.5*	*115*	*128.2*	*121.8*	*126.7*	*120*
September	120	109.1	129	115		126.4	131	104.8	118	127.5	121.3	127.1	122
October	122	101.6	123	115		122.8	128	105.3	117	127.2	121.0	127.3	121
November	*119*	*96.5*	*129*	*115*		*128.6*	*127*	*106.0*	*119*	*128.6*	*122.0*	*130.4*	*123*
December	121	95.2	125	116		132.3	131	106.2	119	129.4	123.4	130.3	123
1977 *January*	121	*101.6*	*129*	*117*		*131.4*	*129*	*107.2*	*120*	*131.5*	*122.7*	*130.7*	*124*
February	119	96.7	127	116		131.3	126	107.1	119	130.8	123.6	128.4	124
March	121	102.0	129	118		131.6	127	107.0	121	131.1	125.5	131.2	125
April	118	100.0	125	*116*		*123.2*	*132*	*105.8*	*118*	*130.7*	*126.3*	*132.3*	*124*
May	*119*	*105.6*	*123*	115		125.9	127	107.0	117	131.5	127.1	129.6	125
June	120	104.5	128	116		117.4	125	103.5	117	132.5	127.8	131.4	125
July	109	97.9	124	115		118.5	*123*	*106.0*	*116*	*131.0*	*128.7*	*128.8*	*124*
August	*118*	*84.7*	*124*	116		119.1	124	105.8	117	132.0	128.1	130.3	125
September	115	100.7	126	117		123.0	126	105.8	118	131.5	*128.5*	130.9	126
October	112	94.4	122	116		117.8	*126*	*104.4*	*116*	*131.8*	*128.8*	*130.4*	*125*
November	*116*	*103.2*	*127*	117		119.9	125	104.3	118	132.7	129.2	134.1	126
December	120	98.7	122	119		116.6	129	105.4	117	132.8	129.5	135.3e	126
1978 January	*121*	*109.0*	*127*	*120*		120.7	123	106.1	120	131.3	128.5	136.5 e	127 e
February	124 e	109.4 e	128 e	116		124.0 e	122 e	107.0	120 e	132.5 e	129.1	135.7 e	127 e
March				114 e				106.7			*130.9 e*	*137.9 e*	
% change latest three months													
On previous three months	6.4	6.3	0.5	0.9	4.5	0.2	−0.8	1.8	1.4	0.2	0.3	2.6	0.8
On a year earlier	1.1	8.0	−1.1	1.1	9.4	−8.5	−3.1	−0.5	−0.3	1.3	4.5	5.1	2.4

[1] Excluding Denmark. [2] The unrevised series for Japan from MEI has been used and weighted into the OECD total. For this reason some of the figures differ from those shown in MEI. The revised series will be shown as soon as back runs of figures are available. r Revised. e Estimate.

Source: United Kingdom, Department of Trade; all others 'OECD Main Economic Indicators'.

Table 2 Gross domestic production seasonally adjusted

Indices 1970 = 100

	Canada	United States [1]	Japan [1]	Italy	France [2]	FR of Germany [1]	United Kingdom
1971	107	103	107	101	105	103	102
1972	113	109	117	105	111	107	104
1973	122	115	128	112	118	112	111
1974	126	113	127	116	120	113	109
1975	127	112	130	112	120	110	107
1976	134	119	138	119	127	116	110
1977	137	125	145		130 e	119	111
1973 1st quarter	120	114	126	107	116	112	111
2nd	121	114	129	111	117	112	111
3rd	122	115	129	114	118	112	111
4th	125	116	129	116	120	113	110
1974 1st quarter	127	114	125	118	122	114	105
2nd	127	114	126	118	122	114	110
3rd	126	113	127	116	123	113	112
4th	126	112	128	113	119	111	110
1975 1st quarter	126	109	127	113	117	109	109
2nd	127	110	129	111	119	109	107
3rd	129	114	130	111	118	110	106
4th	129	114	132	114	121	112	107
1976 1st quarter	133	117	136	117	125	115	109
2nd	135	118	138	118	127	116	109
3rd	134	119	138	119	127	116	110
4th	134	120	139	121	128	118	111
1977 1st quarter	136	122	142	123	130	119	110
2nd	136	124	145	120	129 e	119	111
3rd	138	126	145	119	129 e	119	111
4th	139	127	147 e		130 e	120	111
% change latest quarter							
On previous quarter	0.8	1.0	1.0	−0.6	0.8	1.4	−0.1
On a year earlier	4.0	5.7	5.2	0.4	1.6	2.0	−0.4

[1] GNP at market prices. [2] Annual and quarterly figures are on a different basis. Figures are subject to further revision e Estimated figures.
Source: OECD National Income Accounts; German FR, Bundesbank Reihe 4; UK, Central Statistical Office; France, Insee.

creases for 1976. The value of OECD imports from member countries in 1977 increased at about the same rate as in the previous year, but there may have been a decline in the growth of imports from the rest of the world.

Unemployment remains high in the industrial countries, although there are signs of an improvement in the situation in some of the major countries, notably the United States.

The increase in consumer prices in the OECD area as a whole on the same month a year earlier has shown a tendency to fall since June of last year from 9.9 per cent then to 7.8 per cent in March, but seasonally unadjusted month-on-month increases have been higher so far this year than in the second half of last year.

United States

GNP in the USA rose by 5 per cent in 1977 compared with 6¼ per cent in 1976. Growth was stronger in the first half of the year but slackened in the second half of 1977 and GNP is thought to have fallen in the first quarter of 1978 reflecting the effects of the coal strike and adverse weather conditions. The growth in industrial production also slackened during 1977 and in the first quarter of this year industrial output was only marginally above the fourth quarter of 1977.

text continues on page 500

Table 3 Unemployment seasonally adjusted

Numbers thousands

	Belgium [3]	Denmark [1 7]	France [1]	F.R. of Germany [1]	Ireland [3]	Italy [4 6 8]	Netherlands [1]	United Kingdom [1 2]	Canada [4]	United States [4]	Japan [4]
1971	71	30	337	185	42	613	62	776	552	4 993	639
1972	87	30	380	246	48	696	108	885	562	4 840	730
1973	92	21	394	274	44	669	110	611	520	4 305	670
1974	105	50	498	583	48	560	135	600[5]	521	5 076	740
1975	177	124	840	1 074	75	654	195	929	697	7 830	1 000
1976	229	126	933	1 060	84	732	211	1 270	736	7 288	1 080
1977	264	154	1 072	1 030	82 e	1 545	204	1 378	862	6 856	1 100
1975 3rd quarter	189	123	889	1 128	78	648	205	995	712	7 898	1 025
4th	210	123	924	1 142	81	699	210	1 128	726	7 729	1 114
1976 1st quarter	213	118	929	1 139	82	681	208	1 220	703	7 224	1 072
2nd	227	115	928	1 033	84	693	208	1 261	728	7 111	1 102
3rd	238	120	925	1 035	85	776	221	1 300	748	7 363	1 101
4th	238	126	942	1 014	84	777	206	1 313	770	7 443	1 038
1977 1st quarter	246	139	997	1 022	82	1 459	194	1 330	826	7 161	1 032
2nd	261	147	1 069	1 017	83	1 432	198	1 341	852	6 889	1 110
3rd	276	153	1 149	1 058	83	1 692	217	1 415	878	6 736	1 150
4th	276	160	1 069	1 024	79 e	1 598	206	1 428	900	6 554	1 126
1978 1st quarter	275 e		1 045	1 017 e		1 520	194 e	1 409	910	6 155	1 145 e
1976 October	231	125	n.a.	1 022	84		214	1 306	770	n.a.	1 058
November	243	125	n.a.	1 009	83		207	1 313	760	n.a.	1 084
December	239	128	n.a.	1 011	83		199	1 320	780	7 490	973
1977 January	242	135	974	1 053	82		198	1 330	786	7 066	1 005
February	245	139	999	1 020	82		193	1 330	835	7 273	1 032
March	250	144	1 017	992	83		192	1 329	858	7 145	1 057
April	254	144	1 037	1 015	82		192	1 334	868	6 869	1 030
May	262	147	1 066	1 008	83		197	1 324	840	6 894	1 127
June	267	150	1 105	1 028	83		206	1 364	848	6 904	1 172
July	272	150	1 140	1 066	83		212	1 399	866	6 719	1 189
August	282	154	1 174	1 066	84		220	1 410	881	6 821	1 143
September	275	155	1 132	1 043	82		218	1 435	887	6 668	1 118
October	272	156	1 092	1 033	81		212	1 432	887	6 688	1 055
November	283	160	1 065	1 028	81		207	1 430	903	6 663	1 150
December	272	163	1 051	1 010	74 e		198	1 422	911	6 310	1 172
1978 January	274	181	1 023	1 016	80 e		195	1 419	891	6 226	1 112
February	274	181	1 042	1 027			194	1 409	901	6 090	1 150
March	278 e		1 071	1 007 e			193 e	1 400	938	6 148	1 174 e
April	281 e		1 087	976 e				1 387		5 983	
May								1 366			
Rate % latest month	10.5 e	8.4	5.8	4.3 e	11.2 e	7.1	4.9 e	5.7	8.6	6.0	2.1 e
% change latest three months											
On previous three months	0.5	—	1.9	−1.5	−4.9	−4.9	−5.7	−2.3	1.1	−5.1	1.7
On a year earlier	11.2	—	4.8	−0.6	−5.3	4.2	0.2	4.2	10.1	−14.4	11.1

Unemployment data are defined and collected on different bases in different countries. The following notes indicate main variations preventing direct international comparison.
[1] Numbers registered at employment offices. Rates are calculated as percentages of total employees. [2] Excluding school leavers. [3] Insured unemployed. Rates are calculated as percentages of total insured population. [4] Labour force sample survey. Rates are calculated as percentages of total labour force. The quarterly data for Italy relates to January, April, July and October. [5] Estimated in the absence of one month's figures. [6] From 1977, new method of calculating unemployment which is not consistent with the previous figures. [7] From 1978, including unemployed insured for loss of part time jobs. [8] Not seasonally adjusted. e Estimated. n.a. Not available.
Source: 'OECD Main Economic Indicators' and 'Department of Employment Gazette'.

Table 4 Earnings/wages per head in manufacturing

Indices 1970 = 100

	Belgium [1]	Denmark [2 3]	France [9]	FR of Germany [1]	Ireland [2]	Italy [1]	Netherlands [1]	Great Britain [4]	Canada [7 8]	United States [5]	Japan [4 8]
1971	111	115	110	113	116	112	112	111	109	106	114
1972	126	129	121	123	133	124	126	126	118	113	132
1973	147	153	136	135	159	156	143	142	128	121	163
1974	178	186	159	151	191	191	169	166	145	131	205
1975	210	222	184	165	246	241	192	209	168	143	229
1976	235	248	211	174	288	292	208	244	191	154	258
1977	256	273	236	187		374	223	269	212	168	282
1973 1st quarter	140	137	129	131	145	137	137	134	123	118	148
2nd	144	151	133	134	157	151	140	139	126	120	155
3rd	149	160	138	137	164	161	146	144	129	122	162
4th	154	168	144	138	168	168	148	150	133	124	174
1974 1st quarter	162	172	147	146	172	176	159	147	136	126	178
2nd	173	184	155	151	188	184	167	159	141	129	203
3rd	184	189	164	154	196	194	173	172	149	133	211
4th	192	201	169	155	207	204	174	185	155	137	216
1975 1st quarter	201	209	175	162	222	228	184	194	161	140	222
2nd	207	221	180	164	241	240	188	202	166	141	219
3rd	213	224	189	166	255	247	196	215	170	144	234
4th	221	233	192	167	265	251	197	226	176	147	237
1976 1st quarter	227	237	198	170	272	258	206	233	183	150	249
2nd	232	247	207	174	280	280	206	242	189	152	251
3rd	238	250	215	176	290	310	209	247	194	156	259
4th	244	258	222	176	309	322	212	255	198	159	267
1977 1st quarter	250	259	227	184	313	344	217	260	205	162	275
2nd	254	272	232	187	328	367	220	266	210	165	280
3rd	258	276	240	189		386	227	268	215	169	282
4th	263	285	246	190		398	227	282	219	173	289
% change latest quarter											
On previous quarter	1.9	3.3	2.5	0.5	4.8	3.1	—	5.2	1.9	2.4	2.5
On a year earlier	7.8	10.5	10.8	8.0	17.1	23.6	7.1	10.6	10.6	8.8	8.2

[1] Hourly rates. [2] Hourly earnings. [3] Including mining. [4] Weekly earnings (all employees). [5] Gross hourly earnings per production worker. [6] Monthly earnings: regular workers. [7] Hourly earnings for firms employing 20 persons and over. [8] Seasonally adjusted. [9] Hourly rates manufacturing adjusted for change in hours worked.
Source: All countries 'OECD Main Economic Indicators', except Great Britain (MEI and 'Department of Employment Gazette').

Table 5 Consumer prices All goods and services

Indices 1970 = 100

	Belgium	Luxembourg	Denmark	France	F.R. of Germany	Ireland	Italy	Netherlands	United Kingdom	EEC	Canada	United States	Japan	OECD
1971	104.3	104.7	105.8	105.3	105.3	108.9	104.8	107.5	109.4	106.2	102.9	104.3	106.1	105.3
1972	110.0	110.1	112.8	111.7	111.1	118.4	110.8	115.9	117.2	112.7	107.8	107.7	110.9	110.2
1973	117.7	116.8	123.3	119.9	118.8	131.8	122.8	125.2	128.0	122.1	116.0	114.4	123.9	119.1
1974	132.6	128.0	142.1	136.3	127.1	154.2	146.3	137.3	148.4	138.0	128.6	127.0	154.2	134.3
1975	149.5	141.7	155.8	152.2	134.7	186.4	171.1	151.3	184.4	157.2	142.5	138.6	172.4	149.5
1976	163.2	155.6	169.8	166.8	140.8	219.9	199.8	164.6	214.9	175.0	153.2	146.6	188.4	162.5
1977	174.8	166.0	188.7	183.2	146.3	249.9	236.6	175.6	249.0	195.0	165.4	156.1	203.6	177.5
1976 1st quarter	158.7	151.1	162.0	161.1	139.0	206.3	185.0	159.0	204.4	167.9	149.8	143.7	181.4	157.5
2nd	161.8	154.5	168.5	164.8	141.1	219.1	196.7	164.3	211.9	173.4	152.1	145.5	187.7	161.2
3rd	164.9	156.9	171.1	168.6	141.2	222.4	202.2	165.4	216.8	176.4	154.3	147.8	189.8	163.8
4th	167.6	159.7	177.7	172.9	141.9	231.8	215.1	169.6	226.8	182.3	156.6	149.4	194.5	167.5
1977 1st quarter	170.9	163.4	179.6	175.6	144.6	240.7	225.2	170.8	238.2	188.1	159.9	152.1	198.8	171.6
2nd	173.7	165.9	185.4	181.0	146.5	249.7	233.8	175.8	248.8	194.1	163.7	155.3	204.2	176.4
3rd	176.3	167.0	190.0	185.3	146.9	252.4	239.7	176.9	252.7	187.3	167.3	157.6	204.8	179.5
4th	178.3	167.7	199.8	188.8	147.2	256.8	247.7	178.8	256.4	200.5	170.9	159.4	206.5	182.5
1978 1st quarter	180.6	169.0 e	202.6	191.8	149.1	260.5	254.0	179.0	260.8	203.4 e	174.0	161.9	207. 4	185.4 e
1976 November	167.5	159.7	178.2	173.2	141.8	231.8	215.7	169.7	226.8	182.5	156.6	149.4	193.8	167.5
December	168.4	160.8	178.7	173.8	142.5		218.6	169.7	229.8	184.0	157.1	149.9	195.8	168.5
1977 January	170.1	162.4	178.7	174.3	143.8		221.4	169.5	235.9	186.2	158.4	150.7	197.7	170.1
February	171.4	163.5	178.8	175.5	144.7	240.7	225.7	170.8	238.2	188.1	159.9	152.3	198.8	171.7
March	171.3	164.2	181.4	177.1	145.2		228.5	172.2	240.5	189.6	161.5	153.2	200.0	173.1
April	172.2	165.2	183.3	179.4	145.9		231.3	175.1	246.7	192.4	162.4	154.4	203.3	175.2
May	173.9	165.8	186.0	181.1	146.5	249.7	234.2	176.0	248.6	194.0	163.8	155.3	205.2	176.5
June	175.0	166.7	186.9	182.5	147.2		235.8	176.4	251.2	195.4	164.9	156.3	204.1	177.5
July	175.5	167.4	188.2	184.1	147.0		237.2	176.1	251.4	196.0	166.5	157.0	203.6	178.4
August	176.1	167.0	189.9	185.1	146.9	252.4	239.4	176.7	252.7	197.0	167.2	157.6	203.6	179.3
September	177.3	166.6	191.9	186.7	146.7		242.5	177.8	254.0	198.2	168.1	158.2	207.2	180.7
October	177.7	167.3	198.6	188.2	146.9		245.7	178.4	255.1	199.6	169.8	158.6	208.3	181.8
November	178.3	168.1	200.3	188.9	147.1	256.8	248.1	179.0	256.4	200.5	170.9	159.4	205.8	182.5
December	179.0	167.8	200.6	189.4	147.5		249.3	178.9	257.7	201.2	172.0	160.0	205.3	183.1
1978 January	179.9	168.5	201.8	190.3	148.4		251.4	178.0	259.2	202.5	172.6	160.7	206.2	184.2
February	180.7	168.9	202.6	191.7	149.2	260.5	254.0	178.8	260.7	203.8	173.8	164.9	207.1	185.4
March	181.1	169.3 e	203.5	193.4	149.7		256.6	180.2	262.4	203.8 e	175.7	163.2	208.9	186.6 e
April									266.1					
Percentage change														
Latest month on same month a year earlier	5.7	3.1	12.2	9.2	3.1	8.2	12.3	4.6	7.9	7.5	8.8	6.5	4.5	7.8
Latest three months on previous three months	1.3	0.7	1.4	1.6	1.3	1.4	2.6	0.1	2.1	1.5	1.8	1.6	0.5	1.6
Latest three months on a year earlier	5.6	3.4	12.8	9.2	3.1	8.2	12.8	4.8	8.8	8.2	8.8	6.5	4.3	8.0

e Estimated. Source: 'OECD Main Economic Indicators'.

Table 6 World trade

Quarter or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (fob) from			Imports (cif) into		
	World [1] [4]	OECD [4]	Rest of world	World [1] [4]	OECD [4]	Rest of world
1970	69.69	55.01	14.68	56.41	56.41	16.05
1971	78.15	61.51	16.64	81.12	62.68	18.44
1972	92.91	72.70	20.21	94.65	74.50	20.15
1973	131 88	99.72	32.16	132.38	102.71	29.67
1974	193.66	133.23	60.43	194.37	145.77	48.69
1975	199.19	141.81	57.38	202.24	146.42	55.82
1976	222.61	157.00	65.61	225.25	168.23	57.02
1977	253.15	178.87	74.28	257.52	191.64	65.88
1974 1st quarter	*176.22*	*118.94*	57.28	*168.21*	*129.17*	38.04
2nd	*194.49*	*133.12*	61.37	*195.10*	*146.54*	48.56
3rd	*199.71*	*137.90*	61.81	*203.95*	*152.91*	51.04
4th	*203.47*	*142.23*	61.24	*208.92*	*153.18*	55.74
1975 1st quarter	*201.21*	*147.07*	55.14	*204.21*	*150.34*	53.87
2nd	*196.40*	*140.31*	56.09	*197.62*	*142.73*	54.89
3rd	*196.82*	*136.89*	59.93	*196.28*	*141.16*	55.02
4th	*202.35*	*143.98*	58.37	*209.84*	*150.36*	59.48
1976 1st quarter	205.60	147.31	58.29	207 10	154.94	52.16
2nd	216.94	153.12	63.82	217.31	162.04	55.27
3rd	228.47	160.67	67.80	231.31	173.05	58.26
4th	239.42	166.88	72.54	245.27	182.87	62.40
1977 1st quarter	243.74	171.56	72.18	247.58	186.29	61.29
2nd	251.20	175.75	75.45	256.76	190.47	66.29
3rd	254.61	180.31	74.30	259.32	192.45	66.87
4th	263.07	187.87	75.20	266.43	197.33	69.10
% change latest three months						
On previous three months	3.3	4.2	1.2	2.7	2.5	3.3
On a year earlier	9.9	12.6	3.7	8.6	7.9	10.7

[1] Excludes centrally planned economies.
Source: 'OECD Series "A" ' and IMF International Financial Statistics.

Table 7 Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (fob) to			Imports (cif)[3] from		
	World [4]	OECD [4]	Rest of world [2] [4]	World [4]	OECD [4]	Rest of world [2] [4]
1970	55.01	41.03	13.98	56.41	42.50	13.91
1971	61.51	45.89	15.62	62.68	47.29	15.39
1972	72.70	55.02	17.68	74.50	56.43	18.07
1973	99.72	74.57	25.15	102.71	76.24	20.47
1974	133.23	95.16	38.07	145.77	97.74	48.03
1975	141.81	96.07	45.74	146.42	99 82	46.60
1976	157.00	109.86	47.14	168.23	112.62	55.61
1977	178.87			191.64		
1974 1st quarter	*118.94*	*87.26*	*31.68*	*129.17*	*88.34*	*40.83*
2nd	*133.12*	*96.09*	*37.03*	*146.54*	*97.94*	*48.60*
3rd	*137.90*	*97.70*	*40.20*	*152.91*	*101.13*	*51.78*
4th	*142.25*	*99.27*	*42.98*	*153.18*	*102.30*	*50.88*
1975 1st quarter	*146.07*	*99.70*	*46.37*	*150.34*	*104.30*	*46.31*
2nd	*140.31*	*94.30*	*46.01*	*142.73*	*98.63*	*44.11*
3rd	*136.89*	*91.90*	*44.99*	*142.26*	*95.81*	*46.45*
4th	*143.98*	*98.37*	*45.61*	*150.36*	*100.55*	*49.81*
1976 1st quarter	147.31	101.87	45.44	154.94	104.49	50.45
2nd	153.12	107.12	46.00	162.04	108.95	53.09
3rd	160.67	112.91	47.76	173.05	114.91	58.14
4th	166.88	117.54	49.34	182.87	122.13	60.74
1977 1st quarter	171.56	120.39	51.17	186.29	122.61	63.68
2nd	175.75	122.50	53.25	190.47	125.90	64.57
3rd	180.31	125.31	55.00	192.45	127.75	64.70
4th	187.87			197.33		
% change latest three months						
On previous three months	4.2	2.3	3.3	2.5	1.5	0.2
On a year earlier	12.6	11.0	15.2	7.9	11.2	11.3

[2] Includes goods for which no destination is given. [3] Imports into Canada and the United States are valued fob.
Source: 'OECD Series "A" '.
[4] The OECD has revised the seasonally adjusted figures. It has been possible to include only the published versions at this stage. For this reason there is a discontinuity in figures prior to 1976 indicated in italics.

Table 8 Exports (fob) Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxem-bourg	Denmark [2]	France	F.R. of Germany	Ireland [2]	Italy	Nether-lands	United Kingdom [2]	EEC	Canada	United States [2]	Japan [2]	OECD [3]
1970	11 592	3 288	17 940	34 188	1 032	13 188	11 772	19 382	112 356	16 134	43 224	19 320	220 045
1971	12 081	3 609	20 592	39 009	1 308	15 177	13 953	22 365	128 084	17 676	44 211	23 994	246 037
1972	15 995	4 330	25 739	46 208	1 610	18 535	15 392	24 415	153 152	20 184	49 676	28 591	290 784
1973	22 416	6 120	35 952	67 440	2 124	22 236	23 952	30 632	210 684	25 200	71 316	36 936	398 880
1974	28 260	7 716	45 900	89 160	2 628	30 288	32 436	38 827	275 100	32 784	98 508	55 536	532 932
1975	28 812	8 712	52 212	90 024	3 216	34 824	34 440	44 270	295 992	32 304	107 652	55 752	567 804
1976	32 844	9 108	55 812	102 036	3 312	36 924	38 748	46 542	325 044	38 628	114 996	67 224	630 492
1977	37 488	10 068	63 516	117 936	4 392	45 036	43 680	57 526	379 620	41 556	120 168	80 496	714 072
1976 1st quarter	7 404	2 120	13 272	23 280	740	8 475	8 907	11 474	75 618	9 099	27 219	15 564	147 309
2nd	7 746	2 225	13 851	24 609	818	8 862	8 883	11 452	78 165	9 543	28 660	16 467	153 129
3rd	8 217	2 340	14 007	26 148	837	9 414	9 909	11 523	82 507	9 822	29 384	17 037	160 668
4th	9 144	2 445	14 586	27 456	886	9 972	11 001	12 093	87 727	9 576	29 450	17 787	166 884
1977 1st quarter	9 069	2 532	15 108	27 897	962	10 467	10 623	12 977	89 492	10 359	29 786	19 479	171 558
2nd	9 123	2 357	15 252	28 788	1 014	11 481	10 536	14 292	92 571	10 179	30 574	19 710	175 752
3rd	9 261	2 526	16 242	29 541	1 200	10 971	11 220	14 950	96 152	10 290	30 609	20 136	180 309
4th	9 804	2 687	17 286	31 755	1 223	12 042	11 535	15 307	102 150	10 479	29 342	21 162	187 866
1978 1st quarter													
1976 October	3 103	*789*	4 806	8 998	302	3 302	3 442	3 916	28 691	3 197	9 782	5 930	*54 511*
November	2 910	*817*	4 816	8 990	289	3 440	3 699	3 940	29 001	3 122	9 235	5 804	*54 497*
December	3 131	*839*	4 965	9 468	294	3 230	3 861	4 238	30 034	3 257	10 433	6 053	*57 372*
1977 January	3 005	*836*	5 085	9 202	309	3 450	3 577	4 347	29 770	3 300	9 807	6 566	*56 679*
February	2 934	*824*	4 992	9 147	322	3 409	3 620	4 293	29 504	3 349	9 904	6 428	*56 459*
March	3 130	*872*	5 031	9 548	331	3 608	3 427	4 336	30 218	3 710	10 075	6 486	*58 154*
April	3 023	*838*	4 977	9 276	330	3 825	3 584	4 698	30 426	3 447	10 102	6 758	*58 149*
May	2 990	*723*	5 173	9 603	331	3 804	3 489	4 642	30 646	3 321	10 398	6 400	*58 385*
June	3 109	*796*	5 101	9 909	352	3 853	3 465	4 951	31 499	3 411	10 074	6 552	*59 582*
July	2 978	818	5 162	9 482	397	3 549	3 666	5 021	31 097	3 522	10 246	6 910	*59 282*
August	2 989	846	5 411	9 861	397	3 850	3 844	4 823	32 170	3 432	9 479	6 661	*59 806*
September	3 293	861	5 670	10 199	405	3 571	3 709	5 106	32 885	3 336	10 884	6 565	61 438
October	2 176	835	5 765	10 369	353	3 585	3 670	5 017	32 864	3 599	9 238	6 819	60 247
November	3 173	890	5 488	10 197	418	3 999	3 776	4 898	33 268	3 026	9 093	7 145	60 604
December	3 454	962	6 034	11 188	452	4 457	4 090	5 392	36 018	3 855	11 011	7 197	67 014
% change latest three months:													
On previous three months	5.9	6.4	6.4	7.5	2.0	9.8	2.8	2.4	6.2	1.8	−4.1	5.1	4.2
One year earlier	7.2	9.9	18.5	15.7	38.2	20.7	4.9	26.6	16.4	9.4	−0.4	19.0	12.6

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] See note [3] to table 9 below.
Source: United Kingdom, Department of Trade; all others: 'OECD Series "A" '

Export performance in 1977 was disappointing with an increase, in dollar value, of only 4½ per cent and a volume level virtually unchanged from 1976. Imports, on the other hand, grew strongly; in terms of value they showed an increase of 21½ per cent and in volume of about 13 per cent. Resulting from these developments there was a deterioration in the trade deficit on a balance of payments basis from $9.3 billion in 1976 to $31.2 billion in 1977.

There was an improvement in the unemployment situation during 1977, with a steady decline throughout the year. The rate of inflation is causing some concern with the average rate of inflation for 1977 at 6½ per cent compared with 5¾ per cent in 1976.

Canada

Economic activity in Canada remained de-

Table 9 Imports (cif) Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany	Ireland [2]	Italy	Netherlands	United Kingdom [2]	EEC	Canada [4]	United States [2 4]	Japan	OECD [3]
1970	11 352	4 380	19 116	29 808	1 572	14 940	13 392	21 696	116 280	13 308	39 960	18 876	225 649
1971	12 390	4 476	21 261	34 356	1 838	16 026	15 159	23 918	129 403	15 460	45 633	19 716	250 717
1972	14 879	4 988	26 696	39 759	2 113	19 252	17 127	27 877	152 643	18 924	55 819	23 463	297 984
1973	21 936	7 704	37 380	54 492	2 784	27 816	24 360	38 872	215 232	23 304	69 120	38 316	410 820
1974	29 700	9 852	52 824	68 976	3 816	40 968	33 204	54 344	293 568	32 292	100 968	62 112	583 020
1975	30 708	10 332	54 240	74 208	3 804	38 364	35 148	53 618	300 048	33 960	96 936	57 864	587 376
1976	35 352	12 420	64 392	87 780	4 200	43 368	39 948	56 269	343 428	37 956	121 788	64 800	676 308
1977	40 248	13 260	70 488	100 704	5 388	47 556	45 600	63 740	386 940	39 540	147 852	70 812	764 184
1976 1st quarter	7 656	2 823	14 925	19 836	999	9 984	8 826	13 335	78 602	9 249	27 308	14 946	154 935
2nd	7 995	3 000	15 495	20 967	994	10 644	9 378	13 942	82 413	9 567	29 290	15 546	162 039
3rd	8 427	3 165	16 413	22 475	1 068	10 737	10 086	14 386	86 680	9 582	32 024	16 863	173 049
4th	9 174	3 330	17 493	24 078	1 121	11 859	11 607	14 606	93 334	9 486	32 652	17 256	182 874
1977 1st quarter	9 513	3 317	17 409	24 170	1 258	11 781	11 292	15 322	94 292	9 885	35 405	17 664	186 291
2nd	9 483	3 240	17 196	24 115	1 271	12 276	11 214	16 429	95 020	10 119	37 721	17 484	190 467
3rd	9 414	3 385	17 721	25 593	1 422	11 010	11 514	15 779	95 812	9 852	37 600	17 712	192 450
4th	10 140	3 302	18 471	27 101	1 474	12 432	11 760	16 210	101 153	9 834	37 540	18 057	197 334
1976 October	2 982	1 096	5 796	7 740	363	3 745	3 617	4 724	30 118	3 119	10 771	5 744	*58 934*
November	3 091	1 099	5 958	7 710	383	4 389	3 499	4 947	31 100	3 218	10 731	5 888	*61 315*
December	3 100	1 134	5 740	8 627	375	3 726	4 490	4 935	32 117	3 148	11 150	5 625	*62 477*
1977 January	3 204	1 087	5 912	8 220	443	3 821	3 846	5 520	32 116	3 243	11 371	6 009	*62 340*
February	3 102	1 038	5 702	7 834	406	4 008	3 807	4 872	30 794	3 319	11 697	5 732	*61 084*
March	3 206	1 192	5 796	8 116	410	3 950	3 637	4 930	31 382	3 321	12 337	5 922	*62 727*
April	3 150	1 022	5 515	7 745	406	4 167	3 727	5 183	30 872	3 425	12 593	5 859	*62 469*
May	3 171	1 085	5 740	8 170	426	4 206	3 727	5 394	31 863	3 391	12 334	5 850	*63 156*
June	3 161	1 134	5 943	8 201	439	3 902	3 761	5 851	32 285	3 302	12 793	5 775	*64 805*
July	2 854	1 073	5 692	8 606	461	3 700	3 788	5 475	31 510	3 328	12 781	5 788	*63 948*
August	3 390	1 137	6 052	8 393	468	3 736	3 963	4 936	32 140	3 257	12 167	6 067	*64 539*
September	3 171	1 175	5 975	8 594	493	3 574	3 762	5 369	32 161	3 267	12 652	5 856	64 079
October	3 212	1 089	5 944	8 557	483	4 181	3 741	5 337	32 674	3 396	12 534	5 886	64 691
November	3 390	1 093	6 429	8 773	476	3 906	3 911	4 998	33 318	2 934	11 525	6 012	63 980
December	3 540	1 120	6 099	9 771	515	4 344	4 109	5 875	35 161	3 503	13 481	6 160	68 663
% change latest three months:													
On previous three months	7.7	−2.5	4.2	5.9	3.7	12.9	2.2	2.7	5.6	−0.2	−0.2	2.0	2.5
One year earlier	10.6	−0.8	5.6	12.6	31.5	4.8	1.3	11.0	8.4	3.7	15.0	4.6	7.9

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] The OECD has revised the seasonally adjusted figures. It has been possible to include only the published revisions at this stage. For this reason the monthly figures in italics do not necessarily add to the quarters and percentage changes have been calculated on a quarterly basis. [4] fob.

Source: United Kingdom, Department of Trade; all others: 'OECD Series "A"'.

Table 10 Balance of payments on current account

US $ million (unadjusted)

	Belgium/ Luxembourg	Denmark	France	F.R. of Germany	Ireland	Italy	Netherlands	United Kingdom	EEC	Canada	United States	Japan
1970	713	−544	297	848	−183	902	−522	1 704	3 215	1 077	2 383	1 970
1971	846	−423	530	876	−183	2 041	−159	2 615	6 143	422	−1 328	5 797
1972	1 142	−63	297	748	−125	2 266	1 290	337	5 892	−388	−5 824	6 624
1973	1 153	−464	−691	4 371	−224	−2 510	2 342	−2 137	1 840	107	6 892	−136
1974	911	−981	−5 942	9 721	−679	−8 039	2 061	−8 220	−11 168	−1 540	1 168	−4 693
1975	705	−492	−3	3 894	−66	−530	1 658	−3 664	1 502	−4 719	17 738	−682
1976	−299	−1 906	−6 033	3 399	−271 e	−2 856	2 415	−1 952	−7 503	−4 230	3 507	3 680
1977		−1 647						−14				11 039
1973 1st quarter	369	−161	−225	552		−699	492	−796		−343	808	494
2nd	185	−188	280	1 068		−736	679	−5		148	771	−416
3rd	221	59	−542	852		−14	36	−546		35	994	101
4th	379	−174	−204	1 900		−1 060	1 134	−790		66	4 320	−315
1974 1st quarter	338	−524	−1 604	2 763		−2 481	478	−2 040		−550	1 274	−3 289
2nd	−122	−316	−1 861	2 223		−2 479	543	−2 119		−158	−194	−2 403
3rd	320	−147	−1 928	868		−1 439	573	−1 974		6	−2 446	−134
4th	375	6	−548	3 867		−1 639	468	−2 087		−838	2 535	1 133
1975 1st quarter	558	−85	−371	2 234		−460	143	−1 482		−1 847	4 353	−925
2nd	77	56	941	790		142	646	−835		−1 089	5 448	−300
3rd	−93	−81	−128	−456		859	194	−1 228		−678	1 829	−23
4th	162	−382	−446	1 326		−1 070	674	−118		−1 105	6 108	566
1976 1st quarter	−366	−584	−1 313	1 352		−1 414	835	−192		−1 915	2 687	−110
2nd	30	−416	−522	802		−1 339	186	−605		−1 101	2 515	941
3rd	−298	−402	−2 472	−511		734	496	−592		−107	−2 496	984
4th	335	−504	−1 725	1 757		−837	897	−563		−1 108	800	1 865
1977 1st quarter	−3	−480	−1 631	818		−922	195	−908		−1 537	−2 343	889
2nd		−395	−475	1 452		161	−141	−578		−1 302	−3 786	2 181
3rd		−398	−1 205	−1 985		2 391	−148	790		−537	−6 140	3 300
4th		−375						682				4 669

Source: UK Economic Trends. All others: IMF International Financial Statistics

pressed throughout 1977. GDP rose by only 2¼ compared with 5½ per cent in 1976. Industrial production showed little variation during the year and into the frst two months of 1978.

Mainly due to the weakening of the Canadian dollar, and stronger demand from the United States in the first half of the year, exports increased in volume by around 10 per cent and by a surprising 7½ per cent in value. There was an increase in imports of just over 4 per cent in value for the year 1977, with import volume up by under 2 per cent.

The unemployment position steadily deteriorated in 1977 with no sign of improvement at the beginning of 1978.

Canada's rate of inflation, which increased through 1977, has shown signs of falling back this year. The figure for March shows an increase of 8¾ per cent on a year earlier compared with 9½ per cent for December 1977.

Japan

The Japanese economy expanded slowly in 1977, with GNP rising 5 per cent for the year as a whole against 6¼ per cent for 1976. Industrial production showed little change over the first three quarters of the year. However, there was some improvement in the fouth quarter of 1977 and provisional estimates for the first quarter of 1978 suggest improvement has been sustained. For 1977 as a whole industrial production is estimated to have been 4½ per cent higher than in 1976.

Exports in dollar value increased by nearly 20 per cent, only slightly less than in the previous year. In volume terms they increased by 4½ per cent, less than a quarter of the 1976 percentage increase, having been affected by the appreciation of the yen and the general weakness in world trade. Imports were up by 9¼ per cent in dollar

Table 11 Export volume (1970 = 100)

	Belgium/ Luxembourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether- lands	United Kingdom	EEC	Canada	United States	Japan	OECD [1]
1971	105	105	108	106	116	108	113	109	108	105	99	120	107
1972	120	113	123	114	122	120	120	111	116	113	108	126	116
1973	139	125	137	135	135	123	143	126	133	123	133	134	132
1974	139	133	150	150	143	132	146	133	143	119	144	156	141
1975	129	129	144	135	153	135	139	130	135	110	141	160	135
1976	148	133	157	152	159	151	153	139	149	124	145	194	149
1977	155	138	168	161	189	164	156	152	158	137	146	203	157
1974 1st quarter	140	133	152	155	145	132	144	128	143	121	142	141	*139*
2nd	143	128	148	150	136	129	147	134	142	116	148	155	*141*
3rd	140	135	150	149	141	137	152	138	148	122	144	161	*142*
4th	134	134	149	146	148	130	140	131	139	117	141	168	*140*
1975 1st quarter	130	125	146	133	150	133	135	133	134	110	142	157	*135*
2nd	122	127	140	132	138	131	134	127	130	111	135	152	*130*
3rd	125	126	142	133	160	136	138	126	133	107	142	156	*133*
4th	140	139	147	140	163	140	149	134	141	113	145	173	*141*
1976 1st quarter	140	127	148	145	143	145	145	135	142	120	140	191	143
2nd	144	131	157	151	160	150	145	140	147	125	146	195	148
3rd	149	137	159	156	160	151	156	137	151	126	148	194	151
4th	157	137	162	156	172	157	164	145	155	126	145	194	153
1977 1st quarter	156	140	163	157	176	158	156	144	154	137	146	202	154
2nd	153	131	163	160	176	169	150	155	156	135	147	201	155
3rd	153	137	168	160	204	155	159	157	158	134	148	205	157
4th	158	144	176	166	201	172	160	153	163	141	141	205	160
% change latest three months:													
On previous three months	3.3	5.1	4.8	3.8	−1.5	11.0	0.6	−2.6	3.2	5.2	−4.7	—	1.9
On a year earlier	0.6	5.1	8.6	6.4	16.9	9.6	−2.4	5.5	5.2	11.9	−2.8	5.7	4.6

The volume figures are derived from the figures in table 8 and the average value indices published by the OECD converted to dollar terms.
[1] See note [1] to table 12 below.
Source: United Kingdom: Department of Trade.

Table 12 Import volume (1970 = 100)

	Belgium/ Luxembourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether- lands	United Kingdom	EEC	Canada	United States	Japan	OECD [1]
1971	105	95	107	110	109	101	106	105	106	110	109	100	106
1972	114	99	122	121	116	111	110	116	116	129	124	111	116
1973	138	116	140	130	138	125	127	133	130	149	130	144	131
1974	138	108	146	127	132	119	122	134	128	163	127	142	131
1975	129	106	135	130	121	105	117	124	121	155	112	122	121
1976	143	127	163	151	141	120	130	133	138	166	136	136	138
1977	151	124	164	160	158	120	134	141	142	168	154	140	145
1974 1st quarter	142	119	150	123	131	125	121	132	129	162	125	147	*131*
2nd	141	111	147	126	140	117	121	137	128	160	129	144	*131*
3rd	140	105	146	131	139	122	127	135	130	166	129	140	*132*
4th	130	98	139	129	119	110	119	131	124	165	126	137	*128*
1975 1st quarter	124	97	132	124	117	100	117	126	118	155	113	120	*120*
2nd	125	98	129	128	114	97	112	119	116	154	103	116	*115*
3rd	128	106	133	131	119	106	114	126	121	151	113	125	*121*
4th	138	121	147	138	133	116	123	127	129	158	119	128	*128*
1976 1st quarter	137	120	152	142	131	120	120	126	131	164	125	127	130
2nd	140	126	159	149	138	117	126	134	136	167	132	134	135
3rd	144	130	167	153	142	115	131	136	139	166	142	141	141
4th	151	130	172	161	151	128	143	138	146	168	143	142	146
1977 1st quarter	153	125	165	158	154	123	136	140	143	170	151	140	148
2nd	149	122	160	154	151	125	131	145	140	173	157	139	144
3rd	148	125	163	161	165	108	134	140	139	164	154	139	143
4th	154	122	168	167	162	124	136	140	145	165	154	142	146
% change latest three months:													
On previous three months	4.1	−2.4	3.1	3.7	−1.8	14.8	1.5	—	4.3	0.6	—	2.2	2.1
On a year earlier	2.0	−6.2	−2.3	3.7	7.3	−3.1	−4.9	1.4	−0.7	−1.8	7.7	—	—

The volume figures are derived from the value figures in table 9 and the average value indices published by the OECD converted to dollar terms.
[1] The OECD has revised the seasonally adjusted figures. It has been possible to include only the published revisions at this stage. For this reason there is a discontinuity in figures prior to 1976, indicated in italics.
Source: United Kingdom: Department of Trade.

Table 13 Exports of manufactures by the main manufacturing countries

	Canada	United States[1]	Japan	Sweden	Switzerland	Belgium/ Luxembourg	France	F.R. of Germany	Italy	Nether-lands	United Kingdom (seasonally adjusted)	Total[1] (seasonally adjusted)	UK share per cent
Value US $ thousand million (fob)				Quarters or quarterly averages									
1970	2.39	7.17	4.53	1.31	1.16	2.40	3.40	7.67	2.77	1.70	4.08	38.57	10.6
1971	2.61	7.42	5.66	1.44	1.31	2.57	3.85	8.75	3.16	2.02	4.77	43.54	10.9
1972	2.94	8.27	6.77	1.68	1.57	3.31	4.76	10.38	3.91	2.53	5.16	51.27	10.1
1973	3.42	10.95	8.69	2.34	2.17	4.57	6.52	15.08	4.65	3.44	6.41	68.23	9.4
1974	4.13	15.57	13.12	3.03	2.73	5.76	8.40	19.74	6.22	4.74	8.01	91.44	8.8
1975	4.17	17.36	13.29	3.46	3.01	5.70	10.03	19.90	7.29	4.83	9.15	98.19	9.3
1976	5.16	18.99	16.14	3.69	3.42	6.51	10.75	22.68	7.79	5.58	9.63	110.35	8.7
1977	5.91 p	19.73	19.56 p	3.84	4.01 p	7.26 p	12.27 p	26.08		5.99 p	11.69	125.81 p	9.3 p
1974 1st quarter	3.72	14.09	9.66	2.53	2.45	5.02	7.40	17.83	5.17	4.19	6.89	80.63	8.5
2nd	4.19	16.05	13.07	3.16	2.79	6.34	8.69	20.22	5.88	5.02	7.83	90.45	8.7
3rd	3.97	15.15	14.07	2.95	2.34	5.50	8.11	19.38	6.79	4.83	9.02	95.98	9.4
4th	4.64	16.97	15.70	3.49	3.33	6.17	9.40	21.53	7.04	4.91	8.29	98.72	8.4
1975 1st quarter	3.97	16.89	12.51	3.54	2.95	6.16	10.25	19.78	6.92	4.86	9.37	99.24	9.4
2nd	4.35	17.93	13.04	3.77	3.13	6.00	10.98	21.02	7.28	5.13	9.11	98.67	9.2
3rd	3.73	16.48	13.14	2.91	2.71	4.72	8.62	18.40	7.19	4.16	8.77	94.97	9.2
4th	4.63	18.16	14.48	3.62	3.25	5.92	10.27	20.41	7.76	5.16	9.33	99.89	9.3
1976 1st quarter	4.63	18.22	13.80	3.51	3.08	6.07	10.40	20.80	6.81	5.01	9.58	104.64	9.2
2nd	5.58	19.94	15.75	3.68	3.44	6.64	11.23	21.90	7.46	5.31	9.49	106.62	8.9
3rd	4.99	17.96	16.79	3.45	3.20	5.83	9.62	22.26	7.84	5.38	9.60	111.79	8.6
4th	5.44	19.83	18.23	4.12	3.95	7.39	11.75	25.77	9.07	6.61	9.88	118.36	8.3
1977 1st quarter	5.78 p	19.40	17.26 p	3.88	3.57 p	7.25 p	11.89 p	24.73	8.45 p	5.90 p	10.55	121.94 p	8.7 p
2nd	6.27 p	20.59	19.03 p	4.00	3.77 p	7.46 p	12.53 p	25.38	9.61 p	5.92 p	11.54	121.70 p	9.5 p
3rd	5.32 p	19.13	19.88 p	3.19	3.82 p	6.55 p	11.15 p	24.88	9.12 p	5.70 p	12.20	126.41 p	9.7 p
4th	6.29 p	19.80	22.07 p	4.29	4.88 p	7.78 p	13.51 p	29.31		6.43 p	12.49	133.14 p	9.4 p

												Relative volume UK as per-centage of total
Volume index 1970 = 100												
1971	106	101	120	105	103	106	108	106	107	115	110	108	102.3
1972	115	111	129	107	111	123	122	116	124	128	112	117	95.8
1973	128	135	136	125	122	138	134	134	133	146	128	133	96.2
1974	129	158	159	134	127	140	152	150	146	155	135	148	91.2
1975	123	152	162	126	115	128	149	133	146	146	130	141	92.8
1976	139	156	200	129	131	147	164	152	166	169	140	157	89.6
1977		154	212 p				174 p	159			152		
1974 1st quarter	122	155	129	131	128	139	155	151	140	152	130	145	89.2
2nd	131	170	158	138	132	153	162	151	143	165	135	147	91.7
3rd	122	149	168	125	108	129	140	144	150	153	141	150	93.5
4th	141	160	182	143	139	140	153	153	149	151	133	148	90.1
1975 1st quarter	112	151	144	128	110	129	153	127	136	137	134	138	96.9
2nd	127	157	153	131	121	130	155	135	144	147	127	137	92.7
3rd	113	144	162	110	99	112	132	127	145	133	127	139	91.6
4th	138	156	189	135	129	143	157	144	158	167	133	148	90.3
1976 1st quarter	125	153	182	128	122	143	158	145	153	159	137	153	89.5
2nd	148	165	201	132	132	154	171	150	167	166	141	154	91.2
3rd	133	147	206	121	123	133	147	148	161	164	139	158	88.3
4th	149	158	212	135	148	160	178	163	183	187	144	162	89.3
1977 1st quarter	150 p	155	193 p	124	137 p	155 p	173 p	155	165 p	167 p	144	163 p	88.7 p
2nd	164 p	163	209 p	131	141 p	157 p	182 p	158	183 p	165 p	154	161 p	96.0 p
3rd	142 p	147	218 p		140 p		156 p	151		158 p	158	163 p	96.5 p
4th		150	229 p				184 p	171			150		

													Ratio of UK to weighted average
Unit value index in US $ 1970 = 100												Weighted average ex UK	
1976 weights	0.0445	0.1629	0.1594	0.0421	0.0345	0.0613	0.1098	0.2518	0.0790	0.0546			
1971	103	102	104	105	109	101	105	108	106	104	107	105	102.2
1972	107	104	116	120	122	112	115	117	114	117	116	113	102.6
1973	112	113	141	143	154	137	143	147	126	139	127	135	94.1
1974	134	137	181	173	185	171	162	172	154	178	152	163	93.1
1975	142	159	178	210	220	185	197	195	180	195	176	182	96.5
1976	156	170	178	219	224	184	194	195	169	194	175	184	94.9
1977		179	203				208	214			201		
1974 1st quarter	128	127	165	148	165	150	141	154	133	163	134	147	91.2
2nd	134	132	183	175	182	173	158	175	148	179	152	162	93.5
3rd	136	142	185	181	187	177	170	175	163	186	158	168	93.7
4th	138	148	190	187	206	183	181	183	171	192	164	175	93.8
1975 1st quarter	148	156	192	211	231	199	197	203	184	209	177	189	93.9
2nd	143	159	188	220	224	192	208	203	183	205	181	189	95.5
3rd	138	159	179	202	210	176	193	189	179	185	173	179	96.7
4th	141	162	169	206	217	172	193	185	177	182	173	177	97.8
1976 1st quarter	155	166	167	209	218	177	194	187	161	186	177	178	99.3
2nd	158	168	173	214	224	180	193	190	161	189	171	181	94.4
3rd	157	170	180	218	225	183	193	196	176	194	177	186	95.2
4th	153	175	190	234	230	194	194	206	179	208	175	193	90.6
1977 1st quarter	162	175	197	240	224	195	202	208	185	208	190	197	96.8 p
2nd	160	176	201	234	230	198	203	210	189	212	195	199	98.1 p
3rd	157	181	201		236		211	215		213	202	202	100.0 p
4th		184	213				216	223			217		

[1] Excluding 'special category exports' for which detailed information on countries of destination is withheld by the United States authorities.

Sources: Values. United Kingdom and Total: DTI. Other countries: OECD updated from national sources. Volume. Derived from the value figures and the unit value index numbers. Unit values United Kingdom and Total: DTI. Other countries: United Nations. The weighting reflects the relative importance of each country in UK's overseas markets. The ratio indicates the UK competitive position.

value and by only 3 per cent in volume in 1977, partly due to lack of domestic demand and also to large stocks of raw materials. But despite the sharp appreciation of the yen against the dollar, it is reported that the balance of payments current account surplus totalled $14.13 billion for the Japanese fiscal year ended in March of this year.

Seasonally adjusted unemployment in Japan worsened in 1977, although in terms of percentage of the total labour force the figures still remain low relative to other major industrial countries. However, the rate of increase in consumer prices has slowed; the increase for March 1978 on a year earlier was 4½ per cent compared with 9½ per cent for March 1977.

Federal Republic of Germany

GNP in the Federal Republic of Germany rose by only 2½ per cent in 1977 compared with 5½ per cent achieved in 1976. Industrial production followed roughly the same patern with growth falling from 7¼ per cent in 1976 to 3 per cent in 1977. Latest information suggests no improvement in production in the first quarter of 1978.

In dollar values exports increased 15½ per cent in 1977, higher than the 1976 figure of 13¾ per cent. Also in value terms, imports increased by 14¾ per cent in 1977. However, in volume terms imports and exports increased by around the same amount over the year, both rising about 6 per cent. Taking the year as a whole, Germany maintained her current account surplus and according to the Deutsche Bundesbank strengthened her position at the start of 1978 with a first quarter surplus of 3.2 billion DM compared to the 1977 first quarter surplus of 2.4 billion DM.

In 1977 Germany made little progress in reducing unemployment with the total remaining steady at just over a million, representing around 4½ per cent of the labour force. The inflation rate continued to be the lowest of the main manufacturing countries at 3.1 per cent in March 1978 compared to a year earlier.

France

Output and demand in France remained sluggish throughout 1977. Industrial production rose by just 1½ per cent in 1977 following an increase of 8¾ per cent in 1976 from the depression of 1975. It is not yet clear whether the slightly improved figures for the first two months of 1978 are the beginning of an upward trend.

In dollar value terms exports increased by 13¾ per cent in 1977 compared to 1976, a considerable increase from the 7 per cent growth rate achieved in 1976. In volume terms exports increased by 7 per cent in 1977 and by 9 per cent in 1976. Meanwhile having increased by over 20 per cent in the previous year, the volume of imports rose by only ½ per cent in 1977 reflecting inactive domestic demand. The French trade balance improved in 1977, according to official reports, from a Fr Francs 20.5 billion deficit in 1976 to one of Fr Francs 11.1 billion in 1977.

The French inflation also improved towards the end of 1977. In comparison with the same month a year earlier the rate in November and December was around 9 from around 10 per cent in June and July. However, figures for the first three months of 1978 suggest a flattening out at 9.2 per cent.

Unemployment increased considerably in 1977, reaching the 1 million mark for the first time in recent years, and the situation showed no sign of improving in the first three months of 1978.

Italy

Industrial production in Italy showed little change in 1977 compared to 1976 after increasing 11½ per cent in 1976 from the depressed levels of 1975. Quarter-to-quarter figures show a steady fall in industrial production during 1977 but the most recent information suggests a possible end to this unfortunate trend.

In dollar value terms exports increased by 22 per cent in 1977, while imports in-

Release dates of economic statistics to be published in June

Information in this table is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in June. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Inquiries about individual series should be addressed to the source named.

Publication date and series	Method of release	Source
JUNE		
2 Fri		
UK official reserves (May)	PN	HM Treasury
Capital issues and redemptions (during the month of May)	PN	Bank of England
Public sector borrowing requirement and details of local authority borrowing (1st qtr)	PN	CSO
5 Mon		
Investment intentions of the manufacturing, distributive and service industries (1978 and 1979)	PN	Department of Industry
6 Tues		
Retail sales (Apr – final)	PN	Department of Trade
Hire purchase and other instalment credit business (Apr)	PN	Department of Trade
Housing starts and completions (Apr)	PN	Department of the Environment
UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-May)	PN	Bank of England
London clearing banks' monthly statement (mid-May)	PN	CLCB
7 Wed		
United Kingdom balance of payments (1st qtr)	PN	CSO
Construction – output (1st qtr)	PN	Department of the Environment
8 Thurs		
Provisional figures of vehicle production (May)	PN	Department of Industry
9 Fri		
Company liquidity survey (1st qtr)	*Trade and Industry*	Department of Industry
Central government financial transactions (including borrowing requirement) (May)	PN	HM Treasury
12 Mon		
Wholesale price index numbers (May – prov)	PN	Department of Industry
Retail sales (May – prov)	PN	Department of Trade
13 Tues		
Building societies' receipts and loans (May)	PN	BSA
14 Wed		
Balance of payments current account and overseas trade figures (May)	PN	Department of Trade/ CSO
15 Thurs		
Index of industrial production (Apr – prov)	PN	CSO
UK banks' assets and liabilities and the money stock (mid-May)	PN	Bank of England
London dollar and sterling certificates of deposit (mid-May)	PN	Bank of England
UK banking sector statistics (1st qtr)	*Bulletin*	Bank of England
Financing of the central government borrowing requirement (1st qtr)	*Bulletin*	Bank of England
Money stock (1st qtr)	*Bulletin*	Bank of England
16 Fri		
Usable steel production (May)	PN	BSC/BISPA
Retail prices index (May)	PN	Department of Employment
18 Sun		
Department for National Savings' monthly progress report (May)	PN	Department for National Savings
19 Mon		
Basic rates of wages and normal weekly hours (May)	PN	Department of Employment
Monthly index of average earnings (Apr)	PN	Department of Employment
Cyclical indicators for the UK economy (May)	PN	CSO
20 Tues		
Unemployment (Jun –prov)	PN	Department of Employment
Unfilled vacancies (Jun – prov)	PN	Department of Employment
Gross domestic product (1st qtr– prov)	PN	CSO
Construction – new orders (Apr)	PN	Department of the Environment
22 Thurs		
Car and commercial vehicle production (May – final)	PN	Department of Industry
Finished steel consumption and stock changes (1st qtr – final)	PN	Department of Industry
23 Fri		
Sales and orders in the engineering industries (Mar)	*Trade and Industry*	Department of Industry
Bricks and cement production (May)	PN	Department of the Environment
New vehicle registrations (May)	PN	Department of Transport
26 Mon		
National food survey report on consumption (1st qtr)	PN	MAFF
Quarterly analysis of bank advances (mid-May)	PN	Bank of England
29 Thurs		
Unemployment (May – final)	*Gazette*	Department of Employment
Employment in the production industries (Apr)	*Gazette*	Department of Employment
Overtime and short-time working in manufacturing industries (Apr)	*Gazette*	Department of Employment
Stoppages of work due to industrial disputes (May)	*Gazette*	Department of Employment
Capital expenditure by the manufacturing, distributive and service industries (1st qtr – rev)	PN	Department of Industry
Manufacturers' and distributors' stocks (1st qtr – rev)	PN	Department of Industry
Energy Trends	PN	Department of Energy

PN Press notice.

creased by only 9¾ per cent. These figures compare favourably with 1976 when exports and imports increased by 6 and 13 per cent respectively. The turnround is also striking in volume terms: exports increased by 8½ per cent in 1977 while imports remained virtually unchanged. The continued devaluation of the lire coupled with restrictive demand management policies has led to this improvement in trade performance. Indeed, according to data published by the 'Bank of Italy', Italy's balance of payments on the current account showed a surplus of 1,420 billion lire in 1977, against a deficit of 1,640 billion lire in 1976.

Italian inflation remained the worst among main industrial countries in 1977 at 18½ per cent. However, the rate of increase in consumer prices showed signs of slowing down at the start of 1978 and the index for March stands 12¼ per cent higher than a year earlier.

Italian unemployment remained high throughout 1977.

Exports of manufactures

The dollar value of exports of manufactures by the main manufacturing countries is estimated to have risen by 14 per cent in 1977 as a whole. The volume increase is probably around 4 per cent compared with 11½ per cent in 1976. The relatively small increase in volume compared with the rise in value reflects a sharp increase in dollar unit values, estimated to be about 9 per cent compared with 1 per cent in 1976. In 1976 the rise in main manufacturing countries export prices in domestic currency terms was offset by appreciation of the US dollar leading to the low increase in dollar unit values. In contrast in 1977 the increase in domestic currency export prices was accentuated by the depreciation of the US dollar.

Turning to export shares, provisional figures for 1977 suggest that there was a recovery in the United Kingdom's share of the dollar value of exports of manufactures from the main manufacturing countries back to the levels of 1975 and 1973 at around 9.3 per cent. Japan also increased its share, the shares of France and the Federal Republic of Germany remained virtually unchanged, but the United States' share dropped from 17.2 per cent in 1976 to 15.7 per cent in 1977. The fall in the share of the United States is partly attributable to the severe weather in the early part of the year and to the autumn dock strike. Finally, the latest information on competitors' export prices suggests a sharp loss in the relative price competitiveness of UK exports in dollar terms in the first quarter of 1977, a position which deteriorated further in the middle two quarters of the year.

Inquiries: 01-215 3442.

Capital expenditure of the manufacturing, distributive and service industries: first quarter 1978

Manufacturing industries

The upward trend in the volume of investment since the trough of the first quarter of 1976 appears to have flattened somewhat in the fourth quarter of last year and the first of this. The provisional estimate for the first quarter of 1978 is £443 million at 1970 prices seasonally adjusted, 3 per cent below the level of the preceding quarter. Taking a slightly longer-term comparison to remove some of the irregularity in the series, the volume of investment in the latest two quarters is 1 per cent above that of the preceding two quarters.

Investment in each asset in the first quarter

Notes to tables

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the standard industrial classification revised 1968 edition:

Manufacturing orders III to XIX
Distributive trades order XXIII
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by finance houses and similar businesses)
Retail MLH 820, 821

Other industries order XX (construction): XXII (transport and communication) excluding 701 – railways, 706 – port and inland water transport, 707 – air transport and 708 – postal services and telecommunications: XXIV (insurance, banking, finance and business services) including leasing by finance houses and similar businesses and excluding Trustee Savings Banks; XXV (professional and scientific services) excluding 872 – educational services and 874 – medical and dental services; and XXVI (miscellaneous services).

SIC orders I (agriculture, forestry and fishing), II (mining and quarrying), XXI (gas, electricity and water), and XXVI (public administration and defence) are completely excluded.

The estimates with the exception of those for manufacturing industry in table 2, are shown to the nearest £m but should not be regarded as accurate to this degree and care should be taken in using the industry figures in tables 2 and 3, because of the margins of error involved in the quarterly seasonal adjustments. Also, there may be an apparent discrepancy between the total and the sum of the constituent parts due to rounding.

See also footnotes to table 1.

Table 1 Fixed capital expenditure at 1970 prices seasonally adjusted of manufacturing, distributive and service industries

£ million

Period	Total	Analysis by industrial sectors: Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1966	3 228	1 774	1 334	120	938	556	1 733
1967	3 314	1 738	1 407	170	939	603	1 772
1968	3 703 (3,615)[1]	1 851 (1 800)[1]	1 561 (1 554)[1]	290 (260)[1]	963	759 (729)[1]	1 980 (1 922)[1]
1969	3 893 (3 981)[1]	1 978 (2 029)[1]	1 683 (1 690)[1]	233 (263)[1]	1 044	728 (758)[1]	2 120 (2 178)[1]
1970	4 294	2 130	1 799	364	1 063	859	2 372
1971	4 274	1 988	1 922	364	1 102	833	2 338
1972	4 237	1 721	2 035	482	989	1 018	2 230
1973	4 605	1 730	2 377	498	1 032	1 124	2 449
1974	4 679	1 964	2 300	415	1 033	1 058	2 589
1975	3 956	1 695	1 921	340	844	841	2 272
1976	3 735	1 633	1 900	202	769	782	2 184
1977	4 090	1 764	2 081	245	775	902	2 413
1971							
1st qtr	1 052	513	468	71	276	186	590
2nd	1 079	498	477	104	273	225	581
3rd	1 089	498	491	100	276	218	595
4th	1 054	479	487	89	277	205	572
1972							
1st qtr	1 044	455	481	109	251	230	563
2nd	1 064	425	512	128	249	259	557
3rd	1 041	421	512	108	241	249	551
4th	1 088	421	530	137	249	280	559
1973							
1st qtr	1 180	435	588	157	265	310	604
2nd	1 105	417	588	101	257	251	597
3rd	1 128	450	585	93	263	254	611
4th	1 193	429	617	148	247	310	636
1974							
1st qtr	1 189	497	617	75	276	242	670
2nd	1 163	488	578	97	259	258	646
3rd	1 163	487	555	121	253	280	629
4th	1 165	493	551	121	244	277	644
1975							
1st qtr	1 040	456	482	102	223	235	581
2nd	1 011	433	484	95	219	215	577
3rd	978	409	486	82	205	203	569
4th	928	398	469	61	197	187	544
1976							
1st qtr	908	397	448	64	190	194	525
2nd	895	400	468	27	190	173	532
3rd	976	414	488	74	195	227	554
4th	955	422	496	37	194	188	574
1977							
1st qtr	989	419	502	69	183	226	581
2nd	998	433	508	57	187	223	587
3rd	1 044	456	530	58	202	230	612
4th	1 059	457	541	61	202	223	633
1978							
1st qtr	1 023	443	544	36	185	210	628

The figures given above cover a wide sector of the economy, accounting – after exclusion of dwellings – for some 48 per cent of all UK gross domestic fixed capital formation in 1976. The scope of manufacturing and the distributive and service industries is defined in the notes at the end of the article, and falls very largely in the private sector of the economy, although some public sector elements are included as appropriate (notably the British Steel Corporation, in manufacturing industry). Exploration and development work in the North Sea (order II) is excluded.

[1] After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on 31 December 1968: estimated at £51 million for manufacturing industry, £7 million for distributive and service industries, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

Table 2 Fixed capital expenditure of manufacturing industry at 1970 prices seasonally adjusted

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food, drink and tobacco	Coal and petroleum products	Chemicals	Iron and steel [1]	Non-ferrous metals [1]	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1970	2 129.8	246.4	82.8	382.3	154.8	101.6	422.3	233.4	170.9	134.2	201.1	391.2	114.7	1 623.9
1971	1 988.0	247.9	118.4	333.4	228.5	67.1	373.9	148.9	144.4	110.5	215.0	353.0	114.8	1 520.2
1972	1 720.8	253.9	100.3	238.1	213.6	39.3	340.4	98.0	119.2	100.6	217.4	287.1	123.3	1 310.4
1973	1 730.3	263.5	39.2	180.8	167.9	30.9	391.0	138.4	168.8	112.8	237.0	266.7	130.6	1 333.0
1974	1 964.4	285.8	42.6	216.0	204.0	38.8	463.9	155.0	183.6	129.5	245.2	295.0	140.2	1 529.2
1975	1 694.9	221.9	50.5	263.9	233.8	33.2	370.6	123.2	127.0	102.5	168.3	252.8	105.4	1 336.7
1976	1 632.8	215.0	51.6	262.8	259.5	21.2	341.0	130.3	95.4	85.4	170.6	213.8	121.3	1 297.7
1977	1 763.8	276.8	48.1	297.4	193.9	26.1	380.7	147.1	86.5	94.4	212.8	228.8	149.6	1 385.4
1971 1st qtr	513.3	62.6	26.0	88.8	51.0	21.4	103.3	40.3	40.9	28.1	51.1	90.4	28.0	394.9
2nd	498.0	60.6	26.6	78.6	52.9	18.5	96.2	40.6	39.6	29.2	55.2	89.1	29.0	379.9
3rd	498.0	62.8	31.7	84.6	60.1	16.7	91.1	36.4	32.2	27.1	55.3	86.0	28.6	383.4
4th	478.7	61.9	34.1	81.6	64.5	10.5	83.3	31.6	31.7	26.1	53.4	87.5	29.2	362.0
1972 1st qtr	454.6	58.9	30.9	68.9	73.7	9.5	81.7	26.0	26.0	22.0	57.0	76.4	28.1	350.1
2nd	424.7	61.2	26.6	62.3	50.1	11.7	80.5	23.2	30.1	25.4	53.6	73.2	29.5	322.0
3rd	420.5	67.1	22.2	56.8	44.7	8.4	87.7	23.2	30.1	26.3	54.0	71.8	32.1	316.6
4th	421.0	66.7	20.6	50.1	45.1	9.7	90.5	25.6	33.0	26.9	52.8	65.7	33.6	321.7
1973 1st qtr	435.0	70.2	17.8	47.3	47.1	7.8	91.5	31.8	38.2	28.8	54.5	64.6	33.1	337.3
2nd	416.7	59.4	17.9	46.4	30.8	6.8	97.3	32.9	38.9	27.9	58.4	64.1	31.3	321.3
3rd	449.6	63.9	13.9	43.6	47.3	8.0	100.7	36.5	45.6	28.0	62.1	69.3	33.2	347.1
4th	429.0	70.0	−10.4	43.5	42.7	8.3	101.5	37.2	46.1	28.1	62.0	68.7	33.0	327.3
1974 1st qtr	496.5	75.6	9.5	48.8	44.2	9.1	121.1	40.2	47.9	30.8	69.3	76.9	35.0	384.6
2nd	488.2	73.8	9.4	49.9	48.3	10.5	114.1	39.0	47.3	33.3	62.6	73.3	35.6	379.3
3rd	486.7	71.9	10.8	53.9	46.9	9.7	116.1	39.0	46.4	32.5	59.5	71.1	35.9	379.7
4th	493.0	64.5	12.9	63.4	64.6	9.5	112.6	36.8	42.6	32.9	53.8	73.7	33.7	385.6
1975 1st qtr	455.5	61.1	12.3	66.8	51.9	13.1	103.2	34.5	36.2	28.5	47.9	68.7	28.8	358.0
2nd	432.5	57.1	13.5	67.9	57.1	6.6	97.0	31.3	32.8	25.4	43.8	65.8	25.3	341.4
3rd	409.2	50.7	14.3	67.4	60.2	6.9	88.5	28.0	29.3	25.9	38.0	62.0	25.1	322.1
4th	397.7	53.0	10.4	61.8	64.6	6.6	81.9	29.4	28.7	22.7	38.6	56.3	26.2	315.2
1976 1st qtr	396.5	49.7	15.3	58.7	69.4	5.7	83.6	27.8	26.3	22.3	37.7	54.3	27.3	314.9
2nd	400.0	48.9	12.6	64.0	69.8	5.0	82.1	31.6	24.4	22.0	39.6	52.2	31.4	316.4
3rd	414.3	59.0	10.9	69.7	63.7	5.0	84.2	33.3	22.8	20.8	44.9	53.1	31.3	329.9
4th	422.0	57.4	12.8	70.4	56.6	5.5	91.1	37.6	21.9	20.3	48.4	54.2	31.3	336.5
1977 1st qtr	418.5	62.5	10.7	65.8	55.8	5.3	90.2	34.1	22.0	21.8	50.3	52.1	35.4	331.0
2nd	432.9	74.1	11.7	71.3	48.2	6.4	93.1	31.5	22.4	22.3	51.9	55.9	40.2	336.8
3rd	455.9	74.7	11.6	80.9	42.3	7.1	102.1	36.9	20.6	25.6	54.1	58.7	36.7	360.5
4th	456.5	65.5	14.1	79.4	47.6	7.3	95.3	44.6	21.5	24.7	56.5	62.1	37.3	357.1
1978 1st qtr	443.1											56.3	33.9	352.9

[1] These columns represent the division of the column 'metal manufacture' formerly shown. This split is only approximate because at this stage separate deflators are not available for the two industries.

Table 3 Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1970 prices seasonally adjusted

£ million

Period	Total	Analysis by industry group: Wholesale distribution	Retail distribution	Other industries [2]	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1968	1 561 (1 554)[1]	166	283	1 112 (1,105)[1]	624	368	570 (563)[1]
1969	1 683 (1 690)[1]	160	295	1 228 (1 235)[1]	650	389	643 (650)[1]
1970	1 799	176	299	1 325	666	394	739
1971	1 922	185	333	1 405	747	367	809
1972	2 035	195	394	1 445	700	436	899
1973	2 377	194	455	1 729	764	505	1 108
1974	2 300	190	436	1 675	735	509	1 057
1975	1 921	142	369	1 411	587	402	932
1976	1 900	142	377	1 381	552	467	880
1977	2 081	148	414	1 519	541	514	1 026
1971 1st qtr	468	44	82	342	185	89	194
2nd	477	46	86	345	183	96	198
3rd	491	47	84	361	190	92	209
4th	487	48	81	358	189	90	208
1972 1st qtr	481	48	90	343	173	101	207
2nd	512	49	95	368	175	108	229
3rd	512	46	102	365	169	112	231
4th	530	53	107	370	183	115	232
1973 1st qtr	588	50	110	428	201	123	264
2nd	588	48	116	424	193	120	275
3rd	585	47	118	420	193	131	261
4th	617	49	111	457	177	132	308
1974 1st qtr	617	51	110	456	199	134	285
2nd	578	47	106	426	184	128	266
3rd	555	50	103	402	182	124	249
4th	551	43	118	390	170	123	258
1975 1st qtr	482	39	85	358	154	106	222
2nd	484	37	92	354	152	97	235
3rd	486	33	95	358	142	97	246
4th	469	32	96	341	140	102	228
1976 1st qtr	448	33	95	320	135	104	208
2nd	468	35	102	331	137	117	214
3rd	488	37	92	359	142	124	222
4th	496	37	88	371	138	122	236
1977 1st qtr	502	32	107	363	131	122	249
2nd	508	36	103	369	130	129	250
3rd	530	41	110	380	142	136	251
4th	541	39	94	407	138	127	276
1978 1st qtr	544				129	141	274

[1] See footnote to table 1. [2] Including leasing, on the basis of the ownership of assets.

Table 4 Fixed capital expenditure at current prices of manufacturing, distributive and service industries

£ million

Period	Total	Manufacturing industry	Distributive and service industries (excluding shipping	Shipping industry
1966	2 787	1 517	1 172	99
1967	2 861	1 485	1 236	140
1968	3 304	1 639	1 418	247
1969	3 629	1 822	1 589	217
1970	4 294	2 130	1 799	364
1971	4 648	2 187	2 078	384
1972	4 971	2 044	2 373	553
1973	6 008	2 286	3 088	635
1974	7 400	3 150	3 639	611
1975	7 821	3 461	3 795	565
1976	8 642	3 957	4 292	393
1977	10 759	4 879	5 303	577
1973				
1st qtr	1 437	542	729	166
2nd	1 366	508	739	118
3rd	1 449	596	744	109
4th	1 757	640	875	242
1974				
1st qtr	1 677	712	875	90
2nd	1 695	707	863	125
3rd	1 859	797	890	173
4th	2 169	935	1 011	223
1975				
1st qtr	1 865	846	878	142
2nd	1 867	818	910	138
3rd	1 965	855	962	148
4th	2 125	941	1 045	138
1976				
1st qtr	1 977	915	952	110
2nd	1 943	889	1 010	45
3rd	2 237	998	1 091	148
4th	2 485	1 155	1 239	92
1977				
1st qtr	2 426	1 105	1 192	129
2nd	2 453	1 112	1 235	107
3rd	2 733	1 245	1 347	142
4th	3 147	1 418	1 530	199
1978				
1st qtr	2 824	1 298	1 432	94

was below the level reached in the fourth quarter of 1977 with plant and machinery falling by 1 per cent and both new building work and vehicles falling by 9 per cent. Comparison of the latest two quarters with the preceding two quarters shows rises of 2 and 3 per cent for plant and machinery and new building work respectively and a fall of 7 per cent for vehicles.

Distributive and service industries (excluding shipping)

The provisional estimate of the capital expenditure of the distributive and service industries (excluding shipping) in the first quarter of 1978 is about £544 million, at 1970 prices, seasonally adjusted, some £3 million higher than the result for the previous quarter. This increase is attributable to a rise of 11 per cent in the investment in vehicles, partly offset by a small reduction for plant and machinery (1 per cent) and a larger decline in new building work (7 per cent).

Shipping industry

Quarterly estimates of investment by the shipping industry tend to fluctuate and the provisional estimate for the expenditure in the first quarter of 1978 is about £36 million, at 1970 prices, seasonally adjusted, appreciably lower than the outcome for the previous quarter. In view of the fluctuating nature of this series, it would be unwise to attach much weight to the provisional result for one quarter.

Notes

The estimation of changes in the volume of capital expenditure (as distinct from changes at current prices) is subject to greater error when the rate of price increases is varying, and this should be borne in mind in using the figures.

Slight revisions have been made to the first three quarters of 1977 to ensure that the seasonally adjusted year's total for each series is equal to the unadjusted total.

Inquiries: Manufacturing industry 01-215 3175/3176. Distributive and service industries 01-215 3345.

Manufacturers' and distributors' stocks: in the first quarter 1978

Provisional figures indicate that the level of stocks held by manufacturers, wholesalers and retailers rose by about £170 million, at 1970 prices, seasonally adjusted, in the first quarter of 1978. This increase follows falls of about £70 million and £50 million in the third and fourth quarters of 1977.

Manufacturing industry

It is provisionally estimated that manufacturers' stocks increased by about £70 million, at 1970 prices, seasonally adjusted, in the first quarter of 1978, thus reversing the decline experienced in the second half of 1977. Stocks of raw materials and finished goods each rose by about £40 million, but there was a slight fall in work in progress.

Despite the rise in stocks the stock/output

Table 1 Value of physical increase in industry's stocks at 1970 prices seasonally adjusted £ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1977	14,646	10 762	1 938	1 946
1970	377	325	68	−16
1971	−78	−148	52	18
1972	−82	−145	48	15
1973	1 078	597	102	379
1974	606	634	81	−109
1975	−605	−429	−111	−65
1976	37	5	23	9
1977	359	234	108	17
1970				
1st qtr	33	47	4	−17
2nd	144	117	21	6
3rd	93	75	17	1
4th	107	87	27	−6
1971				
1st qtr	13	13	14	−14
2nd	−53	−89	28	9
3rd	−17	−40	13	11
4th	−21	−31	−2	12
1972				
1st qtr	−53	−83	21	8
2nd	−21	−60	−2	41
3rd	−22	−21	14	−15
4th	15	19	15	−19
1973				
1st qtr	330	199	39	92
2nd	381	166	7	209
3rd	181	111	30	40
4th	185	121	26	38
1974				
1st qtr	−69	−71	21	−20
2nd	284	211	48	25
3rd	345	377	5	−37
4th	46	117	6	−77
1975				
1st qtr	−98	−31	−23	−44
2nd	−186	−74	−51	−61
3rd	−218	−209	−26	16
4th	−103	−115	−12	24
1976				
1st qtr	59	—	26	33
2nd	−131	−66	−20	−45
3rd	28	−2	14	16
4th	81	73	3	5
1977				
1st qtr	277	125	51	102
2nd	199	164	39	−5
3rd	−70	−31	5	−44
4th	−48	−25	13	−36
1978				
1st qtr (p)	175	67	46	61

Table 2 Value of the physical increase of stocks held by manufacturing industry at 1970 prices seasonally adjusted £ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles, leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1977	10 762	1 349	1 153	909	5 361	875	1 115	3 575	4 151	3 036
1970	325	11	43	50	222	1	−1	113	122	90
1971	−148	11	17	5	−164	−14	−3	−146	−98	96
1972	−145	20	3	−44	−85	−53	15	−41	32	−136
1973	597	75	95	−8	358	12	65	303	324	−30
1974	634	75	155	26	261	41	76	287	86	262
1975	−429	−99	−44	39	−149	−39	−137	−391	−118	80
1976	5	−1	54	83	−103	−25	−4	−61	10	56
1977	234	22	7	−8	145	29	39	32	68	133
1970										
1st qtr	47	6	19	−11	15	9	8	13	—	33
2nd	117	7	4	19	90	2	−5	56	59	2
3rd	75	4	11	15	48	—	−4	34	17	24
4th	87	−6	8	26	69	−11	—	10	47	30
1971										
1st qtr	13	8	−5	29	−30	8	3	−22	−25	60
2nd	−89	−5	16	−24	−42	−31	−3	−44	−62	17
3rd	−40	−11	−2	−7	−23	6	−3	−44	−4	8
4th	−31	20	9	7	−69	4	−1	−36	−7	12
1972										
1st qtr	−83	7	15	−57	−19	−14	−15	−15	7	−75
2nd	−60	16	−21	9	−65	−11	12	−50	21	−31
3rd	−21	−7	7	−1	−9	−16	5	2	−2	−22
4th	19	3	3	5	7	−11	12	22	6	−8
1973										
1st qtr	199	5	22	20	113	−8	47	89	110	—
2nd	166	25	35	2	92	8	3	94	75	−3
3rd	111	27	21	−9	60	4	10	44	82	−14
4th	121	18	17	−22	93	9	6	77	57	−13
1974										
1st qtr	−71	24	37	−57	−38	−7	−29	64	−24	−110
2nd	211	30	36	7	55	30	53	68	22	121
3rd	377	43	72	43	145	24	49	135	73	169
4th	117	−22	10	33	99	−6	2	20	15	82
1975										
1st qtr	−31	−10	−9	47	−18	−5	−37	−136	18	88
2nd	−74	−50	−23	23	26	−17	−33	−51	−22	−1
3rd	−209	−28	−25	−22	−76	−16	−42	−141	−61	−7
4th	−115	−11	14	−9	−81	−3	−25	−63	−52	—
1976										
1st qtr	—	−18	16	−11	10	12	−9	−26	12	13
2nd	−66	−6	15	12	−61	−19	−7	−28	−34	−4
3rd	−2	−1	15	44	−58	−10	7	7	−17	7
4th	73	24	7	38	7	−9	6	−15	48	40
1977										
1st qtr	125	−11	18	13	70	9	26	55	44	26
2nd	164	20	8	12	82	22	22	39	−5	130
3rd	−31	26	1	−11	−43	−2	−3	−26	−32	27
4th	−25	−14	−20	−22	36	—	−5	−36	60	−49
1978										
1st qtr (p)	67							37	−5	35

ratio fell from the end December level of 107.8 to 107.4 at the end of March, due to a rise of about 1 per cent in total manufacturing output.

Distributive industries

On the basis of provisional estimates, wholesalers' stocks increased in the first quarter of 1978 by about £50 million, at 1970 prices, seasonally adjusted. This is the largest rise recorded since the first quarter of 1977. Retailers' stocks rose by about £60 million, at 1970 prices, seasonally adjusted, in the first quarter.

Note

The estimation of physical changes in stocks is subject to greater error when the rate of price increases is varying, and this should be borne in mind when using the figures.

Inquiries: 01-215 3176/3345/5215.

Table 5 Relationship of manufacturers' stocks to manufacturing production

Index numbers – 4th qtr 1969 = 100
Seasonally adjusted

	Stock levels at 1970 prices	Production (with 1970 net output weight)	Ratio of stocks to production
1967			
1st qtr	94	89	105.4
2nd	94	90	104.6
3rd	94	90	104.5
4th	94	92	102.6
1968			
1st qtr	93	94	98.8
2nd	94	96	98.4
3rd	96	96	99.5
4th	97	97	99.8
1969			
1st qtr	98	98	100.0
2nd	99	100	98.7
3rd	99	100	99.5
4th	100	100	100.0
1970			
1st qtr	101	100	100.9
2nd	102	100	101.7
3rd	103	100	102.2
4th	103	101	102.3
1971			
1st qtr	104	99	104.1
2nd	103	100	102.3
3rd	102	100	102.6
4th	102	99	102.7
1972			
1st qtr	101	97	103.8
2nd	100	102	98.5
3rd	100	103	97.2
4th	100	107	93.8
1973			
1st qtr	102	110	93.1
2nd	104	110	94.5
3rd	105	112	94.2
4th	107	111	95.7
1974			
1st qtr	106	107	98.9
2nd	108	111	97.1
3rd	112	111	100.6
4th	113	107	105.4
1975			
1st qtr	113	107	105.5
2nd	112	102	110.2
3rd	110	101	109.1
4th	109	101	107.1
1976			
1st qtr	109	102	106.6
2nd	108	104	104.0
3rd	108	104	103.7
4th	109	105	103.4
1977			
1st qtr	110	106	104.2
2nd	112	103	108.2
3rd	111	104	107.1
4th	111	103	107.8
1978			
1st qtr (p)	112	104	107.4

1 The index numbers of the level of stocks relate to the end of each quarter: the index of production refers to production during the quarter.
2 The 1970 index of production has been rebased on the fourth quarter of 1969 for the purpose of this table.
3 The index numbers of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns. r Revised. p Provisional.

Table 3 Value of the physical increase of stocks held by wholesalers at 1970 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials etc.	Dealers in industrial materials and machinery
Level of stocks at end 1977	1 938	1 080	159	699
1970	68	15	—	53
1971	52	41	−3	14
1972	48	41	11	−3
1973	102	127	−1	−24
1974	81	6	—	75
1975	−111	−142	−13	44
1976	23	−3	11	16
1977	108	43	2	63
1970				
1st qtr	4	−4	—	8
2nd	21	12	−3	12
3rd	17	−5	−1	24
4th	27	12	4	10
1971				
1st qtr	14	1	−1	14
2nd	28	22	—	6
3rd	13	11	1	2
4th	−2	7	−2	−7
1972				
1st qtr	21	3	−2	20
2nd	−2	2	2	−6
3rd	14	23	3	−11
4th	15	13	9	−6
1973				
1st qtr	39	40	−6	5
2nd	7	14	4	−12
3rd	30	40	2	−13
4th	26	32	−1	−4
1974				
1st qtr	21	23	−1	−1
2nd	48	22	2	24
3rd	5	−21	−3	29
4th	6	−18	2	22
1975				
1st qtr	−23	−44	2	19
2nd	−51	−53	−8	10
3rd	−26	−25	−5	4
4th	−12	−20	−2	10
1976				
1st qtr	26	14	13	−1
2nd	−20	3	−6	−17
3rd	14	−11	6	19
4th	3	−10	−2	14
1977				
1st qtr	51	24	6	21
2nd	39	24	5	10
3rd	5	−7	−16	29
4th	13	3	5	4
1978				
1st qtr (p)	46			

Table 4 Increase in the book value of manufacturers' and distributors' stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1977	39 198	29 564	5 217	4 417
1970	1 302	1 038	162	102
1971	764	471	160	133
1972	949	618	217	114
1973	3 646	2 571	593	481
1974	6 330	5 132	779	419
1975	3 227	2 568	212	447
1976	6 126	4 787	873	466
1977	4 555	3 222	715	618
1970				
1st qtr	323	288	16	18
2nd	351	293	26	33
3rd	267	174	78	15
4th	362	284	43	36
1971				
1st qtr	259	211	29	20
2nd	294	180	60	54
3rd	112	28	70	13
4th	99	53	—	46
1972				
1st qtr	90	60	5	26
2nd	197	113	25	59
3rd	251	148	106	−3
4th	412	298	82	32
1973				
1st qtr	659	487	71	101
2nd	739	554	88	96
3rd	1 018	664	239	115
4th	1 230	867	194	169
1974	1 763	1 501	204	59
2nd	1 853	1 447	224	182
3rd	1 525	1 254	199	72
4th	1 188	930	152	106
1975				
1st qtr	978	933	16	61
2nd	627	608	20	38
3rd	541	262	124	154
4th	1 081	764	123	194
1976				
1st qtr	1 058	879	124	55
2nd	1 263	1 125	147	−9
3rd	1 662	1 155	340	168
4th	2 142	1 628	262	252
1977				
1st qtr	1 875	1 377	203	296
2nd	1 339	980	234	125
3rd	627	376	185	66
4th	713	489	94	131
1978				
1st qtr (p)	560	426	28	105

Motor vehicle output in April up 5 per cent on last year

Production of cars in the four weeks ended 29 April of 119 109 units (29 777 per week) was 5 per cent above the April 1977 level. In the first four months to April 1978, car production was 8 per cent higher than in the same period last year. Production for export was the same while that for the home market rose by 14 per cent.

Production of commercial vehicles of 34 971 units (8743 per week) was 18 per cent above the level in April 1977. Production in the first four months to April was almost the same as in the corresponding period of 1977, production for export falling by 12 per cent while production for the home market rose by 13 per cent.

The summaries which follow are based on the seasonally adjusted figures in table 2 (see page 508).

Cars

Car production in April of 121 000 units was 11 per cent above the monthly average for 1977. Output in the three months February to April rose by 8 per cent compared with the preceding three months; within the total, production for export rose by 9 per cent while production for the home market rose by 8 per cent.

Commercial vehicles

Commercial vehicle production in April of 36 300 units was 9 per cent above the average monthly level in 1977. In the period February to April, output rose by 9 per cent compared with the preceding three months. Output for the home market rose by 7 per cent while that for export rose by 11 per cent.

Inquiries: 01-212 0788.

Table 1 Car and commercial vehicle production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery-operated road vehicles are excluded.

	No of weeks	Passenger cars (including taxis)				Commercial road vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1969	53	892 758	824 315	1 717 073	32 398	272 998	192 778	465 776	8 788
1970	52	918 109	722 857	1 640 966	31 557	267 407	190 125	457 532	8 799
1971	52	1 027 462	714 478	1 741 940	33 499	268 278	187 928	456 206	8 773
1972	52	1 307 881	613 430	1 921 311	36 948	272 649	135 470	408 119	7 848
1973	52	1 142 216	605 105	1 747 321	33 602	257 574	159 049	416 623	8 012
1974	52	937 932	596 187	1 534 119	29 502	232 373	170 193	402 566	7 742
1975	52	735 532	532 164	1 267 696	24 379	194 319	186 386	380 705	7 321
1976	53	768 481	564 968	1 333 449	25 159	182 554	189 503	372 057	7 020
1977	52	753 195	562 777	1 315 972	25 307	201 445	196 823	398 268	7 659
1977									
1st qtr	13	180 813	149 558	330 371	25 413	51 826	57 676	109 502	8 423
2nd	13	209 665	161 386	371 051	28 542	49 299	51 945	101 244	7 788
3rd	13	166 116	104 554	270 670	20 821	44 036	41 832	85 868	6 605
4th	13	196 601	147 279	343 880	26 452	56 284	45 370	101 654	7 820
1978									
1st qtr	13	210 561	147 930	358 491	27 576	54 949	48 733	103 682	7 976
1977									
January	4	66 119	54 069	120 188	30 047	16 932	17 402	34 334	8 584
February	4	49 573	46 109	95 682	23 921	15 376	17 822	33 198	8 300
March	5	65 121	49 380	114 501	22 900	19 518	22 452	41 970	8 394
April	4	64 475	48 998	113 473	28 368	13 394	16 133	29 527	7 382
May	4	80 099	60 057	140 156	35 039	18 860	20 020	38 880	9 720
June	5	65 091	52 331	117 422	23 484	17 045	15 792	32 837	6 567
July	4	47 156	27 939	75 095	18 774	13 007	14 020	27 027	6 757
August	4	51 565	27 605	79 170	19 793	12 628	10 869	23 497	5 874
September	5	67 395	49 010	116 405	23 281	18 401	16 943	35 344	7 069
October	4	55 346	47 810	103 156	25 789	19 283	14 863	34 146	8 537
November	4	63 333	49 199	112 532	28 133	18 198	12 807	31 005	7 751
December	5	77 922	50 270	128 192	25 638	18 803	17 700	36 503	7 301
1978									
January	4	67 488	43 961	111 449	27 862	16 396	14 717	31 113	7 778
February	4	65 029	42 883	107 912	26 978	15 699	14 959	30 658	7 665
March	5	78 044	61 086	139 130	27 826	22 854	19 057	41 911	8 382
April	4	68 388	50 721	119 109	29 777	18 802	16 169	34 971	8 743

Note: From January 1978, Land-Rover estate vehicles are being recorded as commercial vehicles rather than as passenger cars. Figures for 1977 have been revised on to this basis. The number of these vehicles in 1977 was 11 848.

Table 2 Production seasonally adjusted

Monthly average — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.2	15.5	31.7
1976	64	47	111	15.2	15.8	31.0
1977	63	47	110	16.8	16.4	33.2
1977						
1st qtr	56	49	105	16.2	18.6	34.8
2nd	67	50	117	16.1	16.3	32.4
3rd	67	42	109	17.4	16.5	33.9
4th	61	47	108	17.5	14.3	31.8
1978						
1st qtr	68	49	117	17.5	16.2	33.7
1977						
January	63	58	121	17.6	19.1	36.7
February	52	47	99	15.4	17.9	33.3
March	54	43	97	15.6	18.6	34.2
April	70	52	122	14.6	17.6	32.2
May	69	53	122	18.1	17.8	35.9
June	63	45	108	15.7	13.5	29.2
July	64	41	105	16.8	16.6	33.4
August	66	36	102	17.6	16.7	34.3
September	70	50	120	17.8	16.1	33.9
October	55	48	103	18.1	15.2	33.3
November	58	46	104	17.1	12.8	29.9
December	70	46	116	17.1	15.0	32.1
1978						
January	65	47	112	17.2	16.3	33.5
February	68	44	112	15.9	15.2	31.1
March	69	57	126	19.5	16.9	36.4
April	71	50	121	19.5	16.8	36.3
Average of						
Nov 77-Jan 78	65	46	111	17.1	14.7	31.8
Feb-Apr 78	70	50	120	18.3	16.3	34.6
Percentage change	+8	+9	+8	+7	+11	+9

Notes to table 2: The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months give a more reliable guide to recent changes.

Engineering industries: indices of production up to February

The decline in output of the combined engineering industries was virtually checked between the third quarter of 1977 and the period December to February 1978. There was no change in production of the mechanical engineering sector, and an increase of 2 per cent in instrument engineering, whilst the fall of 1 per cent in output for electrical engineering was from a relatively high level in the third quarter of last year.

Within the mechanical engineering sector, the trend of production appears to be increasing for the majority of industries with important exceptions for a few larger industries. This appears to reflect some improvement in home deliveries associated with a modest growth of private home investment. In some cases also the recent growth represents only a recovery from a decline earlier in 1977. Industries recording the most significant improvements between the third quarter and December to February were pumps, compressors and fluid power equipment, and mining machinery. Declines which just balanced the total effect of these and some other increases occurred in seven industries, most notably in mechanical handling equipment; valves; food processing machinery and packaging machinery (from a high level in the third quarter); and industrial plant and fabricated steelwork.

In instrument engineering, only the watches and clocks industry ran counter to the generally increasing trend of output.

A mixture of continued strength or recovery for some electrical engineering industries—mainly on the electronics side—and continued weakness in others is associated with the maintenance of demand from export markets, while relevant public spending and investment in this country remain constrained, and no clear signs of strong or sustained growth in consumer spending have yet emerged.

The recent slackening in the activity of some industries occurred after a rise to a fairly high level in the third quarter of last year—for instance, telecommunications, broadcasting equipment, computers and domestic electrical appliances. Continuing improvements between the third quarter and December to February were recorded however in electronic components and capital goods, batteries, and lamps and lighting etc. accessories; whilst the rises in the series for records and tapes, and electrical equipment for vehicles represented recovery from a poor third quarter.

Inquiries: On the article and the statistics: Mr I. P. Tutt, Branch EcS 3A, Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770. Requests for quarterly indices for past years: Mr P. Coulson, Branch 5, Central Statistical Office, Great George Street, London SW1P 3AG, tel. 01-233 7239.

Registrations of British, community and foreign films

Because of pressure on space, details of films published during the week ended Friday, 26 May 1978, will be published in *Trade and Industry* next week (9 June).

Indices of production for engineering industries

Seasonally adjusted volume indices

MLH		1970 = 100 Weight (percentage)	1975	1976 p	1977 p	1976 1st qtr p	1976 2nd qtr p	1976 3rd qtr p	1976 4th qtr p	1977 1st qtr p	1977 2nd qtr p	1977 3rd qtr p	1977 4th qtr p	Dec-Feb 1978 average [1] p
3310	Agricultural machinery	1.05	113.7	108.9	105.1	106.7	105.7	106.8	116.5	113.2	95.9	103.0	108.4	108.7 [3]
3320	Machine tools	4.01	73.6	60.8	59.4	64.5	59.8	57.9	61.0	59.8	58.2	59.3	60.3	59.6
3331	Pumps	1.02	123.6	132.8	138.1	130.8	132.3	131.7	136.5	139.1	140.8	134.0	138.6	144.4
3332	Valves	1.49	106.6	98.8	102.3	96.1	96.4	96.6	106.2	106.4	97.8	106.6	98.3	100.5
3333/4	Compressors	1.85	109.0	103.7	110.8	102.6	105.1	101.1	106.1	108.7	106.2	108.7	119.5	123.4
3340	Industrial engines	1.61	125.6	127.2	136.8	131.3	134.9	121.6	121.1	139.9	133.8	134.3	139.2	139.9
3350	Textile machinery	2.25	111.7	75.2	50.4	88.6	78.6	68.8	64.9	55.2	46.5	45.6	54.4	49.7
3360	Construction equipment	2.82	127.8	125.7	127.7	125.5	129.8	124.1	123.4	143.4	123.6	123.7	120.3	124.2
3370	Mechanical handling equipment	3.47	116.2	104.6	104.7	105.1	104.8	104.1	104.5	109.7	105.5	106.1	97.4	98.0
3380	Office machinery	2.03	103.6	103.2	108.4	98.0	101.0	100.1	113.6	108.7	103.6	105.7	115.5	[4]
3391	Mining machinery	1.04	169.2	158.5	145.2	166.8	162.1	154.8	150.1	135.7	145.7	141.9	157.7	169.9
3392	Printing and paper machinery	1.02	83.9	76.0	75.5	73.2	76.4	81.2	73.4	77.7	76.2	74.0	73.9	79.4
3393/4	Refrigerating and space-heating machinery	2.32	99.2	93.4	92.0	93.5	91.2	93.8	95.0	96.9	93.0	90.9	87.2	90.0
3395/6	Weighing machinery and power tools	1.08	102.8	102.0	107.8	93.8	101.8	112.6	100.0	102.9	107.3	103.2	112.4 [2]	[4]
3397/8	Food processing machinery: packaging machinery	1.53	129.4	123.1	113.7	129.6	127.5	125.4	110.0	116.3	114.8	122.2	101.4	105.0
3399	Other non-electrical machinery	4.99	84.8	80.9	82.5	80.3	88.8	77.2	77.5	93.5	79.4	76.6	80.5	84.2
3414	Constructional steelwork	3.11	120.5	106.9	92.3	111.4	108.3	105.9	102.2	96.3	90.0	90.6	92.4	92.0
3415	Industrial plant and fabricated steelwork	7.92	88.0	86.5	75.5	92.5	84.8	87.9	80.6	76.6	77.1	80.6	67.8	72.0
3491	Ball, roller and plain bearings	3.17	109.9	107.8	104.9	103.6	108.7	107.8	111.1	109.3	105.6	103.1	101.6	101.3
	Other mechanical engineering	7.40	105.0	96.8	94.9	99.6	98.1	94.4	95.2	97.1	97.8	95.3	89.4	94.3
	Mechanical engineering	55.16	104.2	97.3	94.0	99.2	98.6	96.1	95.5	97.6	93.3	93.5	91.6	93.6
3510	Photographic and copying equipment	0.80	96.1	94.4	94.6	86.4	96.6	89.2	105.6	93.3	97.1	97.5	90.5	106.9
3520	Wires and cables	0.58	144.7	129.3	126.3	128.6	124.1	129.9	134.6	119.8	116.5	138.7	130.1	126.1
3530	Surgical instruments	1.18	136.7	122.4	118.8	120.6	126.2	119.1	123.8	121.8	117.4	116.7	119.4	124.9
3540	Scientific and industrial instruments	5.69	115.6	112.6	116.7	110.2	112.6	110.7	117.2	114.3	118.2	115.9	118.4	117.9
	Instrument engineering	8.19	118.5	113.3	115.4	110.6	113.7	111.0	118.1	113.7	115.9	115.7	116.6	118.4
3610	Electrical machinery	7.25	97.9	95.2	99.7	93.7	96.3	95.5	95.2	98.9	98.6	101.9	99.4	98.7
3620	Wires and cables	2.91	93.5	95.4	98.8	90.5	95.0	95.5	100.8	103.0	97.3	100.4	94.4	96.4
3630	Telecommunications	3.28	114.4	100.4	83.4	109.2	106.3	96.8	89.1	83.7	81.4	85.9	82.3	77.9
3640	Electronic components	5.48	111.7	113.5	126.6	104.9	113.2	112.9	122.8	125.8	127.3	124.7	128.6	130.1
3651	Records and tapes	0.42	197.4	188.8	194.4	187.0	199.7	185.3	183.0	216.8	196.5	172.3	191.9	194.0
3652	Broadcasting equipment	2.75	168.5	156.5	151.4	135.7	150.2	165.0	175.1	146.8	134.4	165.8	158.7	152.9
3660	Computers	1.43	158.8	168.1	194.9	168.5	158.0	169.0	177.0	178.2	184.9	219.3	197.2	189.5 [3]
3670	Electronic capital goods	4.30	97.1	101.4	112.9	97.9	101.4	102.1	104.4	110.7	110.1	112.3	118.4	123.3
3680	Domestic electrical appliances	2.99	134.4	123.1	124.4	116.5	113.9	129.8	132.0	137.5	113.0	126.1	120.8	116.6
3691	Electric parts for vehicles	1.90	95.8	96.7	91.4	98.2	98.0	95.0	95.6	96.8	100.4	77.1	91.3	97.9
3692/3	Batteries	1.46	117.2	117.7	115.8	119.9	126.9	115.0	109.1	122.3	105.8	116.9	118.1	120.0
3694	Lamps and other electrical	2.50	97.2	93.4	95.6	91.8	93.7	93.5	94.5	97.9	96.6	95.5	92.4	98.2
	Electrical engineering	36.65	113.4	110.8	114.3	107.1	110.4	111.5	114.0	115.2	111.2	116.0	115.0	114.9
	Combined engineering	100.00	108.7	103.6	103.2	103.0	104.1	102.9	104.1	105.4	101.7	103.6	102.2	103.4

[1] Averages if for other than a calendar quarter should not be compared with those in the preceding column; the estimates are not independent and are subject to erratic variation and later revisions. Comparisons with earlier quarters provide more reliable guides to recent trends. [2] The figure shown is the average for September to November; later figures not available owing to insufficient response. [3] The figure shown is the average for November to January. Later figures not available owing to insufficient response. [4] Later figures not available owing to insufficient response. p Provisional.

Index to statistics

Page 510

Wholesale textile houses: sales and stocks in March

Sales by wholesale textile houses in March showed an increase of 3 per cent on a year earlier, compared with an increase of 7 per cent in January and an increase of 1 per cent in February.

The value of stocks at the end of March showed a decrease of 7 per cent compared with the same period last year.

Inquiries: These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, Textile Distributors' Association, 3 Berners Street, London W1P 4JP, tel. 01-580 2902.

Table 1 Textiles: wholesale sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

		Value of home sales		Value of stocks end period	
1966		110	*–3*	..	..
1967		104	*–5*	..	..
1968		108	*4*	..	..
1969		103	*–5*	..	..
1970		107	*4*	..	..
1971		115	*8*	..	..
1972		121	*5*	..	..
1973		134	*11*	..	..
1974		147	*9*	..	..
1975		147	*1*	..	..
1976		146	*–1*	..	..
1977		149	*2*	..	..
1976	1st quarter	133	*–8*	234	*7*
	2nd quarter	127	*–6*	212	*8*
	3rd quarter	149	*2*	204	*6*
	4th quarter	176	*8*	228	*2*
1977	1st quarter	140	*5*	252	*7*
	2nd quarter	125	*–2*	224	*6*
	3rd quarter	153	*3*	214	*5*
	4th quarter	180	*2*	228	—
1978	1st quarter	144	*3*	234	*–7*
1977	March	186	*7*	252	*7*
	April	139	*2*	228	*10*
	May	129	*1*	242	*11*
	June	108	*–9*	224	*6*
	July	119	*3*	239	*8*
	August	142	*4*	227	*5*
	September	199	*3*	214	*5*
	October	201	*9*	212	*2*
	November	163	*–4*	245	*7*
	December	175	—	228	—
1978	January	91	*7*	213	*–3*
	February	149	*1*	224	*–10*
	March	191	*3*	234	*–7*

Table 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks [1]
	Mar 1978	Jan-Mar 1978	Mar 1978
Women's knitted outerwear blouses and skirts	–5	1	9
Women's coats, costumes, furs and raincoats	18	36	2
Women's underwear	7	–3	–8
Women's hose and children's socks	12	—	—
Haberdashery, ribbons and wool	11	5	–14
Children's wear	–17	–19	–23
Men's and boys' shirts, pyjamas and outfitting	–7	–7	–10
Gloves	3	–6	–32
Piece-goods and nets	–23	–32	–50
Household textiles	5	–4	–17
Floor coverings, furniture and hardware	10	12	2
Boots and shoes	–12	–16	–5
Total [2]	3	3	–7

[1] Including some items not included among the subheadings. [2] Values at cost.

BSO: What it does and why

Page 483

Cost indices for the aerospace and radio, radar and electronic capital goods industries

March's cost indices for the aerospace and radio, radar and electronic capital goods industries are given in the table. Attention is drawn to the footnotes: an explanation of the compilation of the indices was given in the introductory article in *Trade and Industry*, 3 February.

Inquiries: 01-215 3514.

Cost indices for the aerospace and radio, radar and electronic capital goods industries (MLH 383 and 367 respectively) 1970 = 100

	1977										1978		
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
1 BOUGHT OUT FINISHED GOODS PURCHASED BY			p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	254.6	256.1	259.1	259.2	261.7	261.9	264.0	267.6	272.2	273.1	275.5	277.2	280.3
Airframe sector	250.6	251.9	254.9	255.0	257.5	258.2	259.8	263.5	267.9	268.8	271.4	273.1	276.1
Aero-engine and aero-engine parts sector	257.7	259.2	262.2	262.5	265.1	265.2	267.6	270.9	275.4	276.6	279.1	280.9	284.0
Aero-engine parts sector	252.2	254.0	256.6	257.3	260.3	262.2	263.8	267.5	270.7	272.5	276.2	277.9	280.5
Aircraft component sector	260.0	261.4	264.3	264.4	267.0	266.8	269.1	272.2	276.4	277.4	279.2	281.0	284.3
2 OTHER MATERIALS PURCHASED BY													p
Aerospace industry	309.9	309.9	310.2	309.9	313.5	315.2	318.3	319.8	317.3	317.1	316.6	316.9	319.7
Airframe sector	289.1	289.9	290.7	292.0	297.3	301.2	303.4	304.8	302.9	303.6	304.0	304.5	306.0
Aero-engine and aero-engine parts sector	305.0	305.0	305.1	304.9	307.9	310.2	315.6	318.9	317.6	317.5	319.3	319.6	321.5
Aero-engine parts sector	329.0	328.6	328.8	327.6	330.3	330.5	333.8	335.2	332.2	331.3	330.0	330.4	334.5
Aircraft components sector	320.0	319.6	319.8	318.9	322.2	322.7	324.0	324.3	320.8	320.4	317.9	317.9	321.6
3 ALL PURCHASES OF GOODS BY			p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	272.9	273.8	275.9	276.0	278.8	279.5	282.0	284.8	287.1	287.7	289.1	290.3	293.3
Airframe sector	259.4	260.7	263.1	263.5	266.6	268.1	269.8	273.0	275.9	275.8	278.9	280.3	283.0
Aero-engine and aero-engine parts sector	274.7	275.7	277.6	277.8	280.5	281.3	284.8	288.2	290.5	291.3	293.5	294.8	297.5
Aero-engine parts sector	283.3	284.2	285.8	285.8	288.6	289.8	292.1	294.9	295.6	296.3	298.0	299.1	302.3
Aircraft components sector	295.3	295.7	297.0	296.5	299.5	299.7	301.5	302.9	302.5	302.7	302.0	302.7	306.3
Radio, radar and electronic capital goods industry	250.4	252.5	256.5	257.1	259.6	260.8	262.1	265.2	268.2	268.2	270.5	272.0	275.2
4 SALARIES AND GENERAL EXPENSES			p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	248.0	249.7	253.7	253.7	255.6	253.8	256.2	259.6	265.4	266.4	267.9	269.5	272.6
Airframe sector	246.3	247.8	252.0	251.8	253.6	251.6	254.2	257.7	264.0	265.1	266.5	268.4	271.5
Aero-engine and aero-engine parts sector	253.3	255.2	259.3	259.3	261.1	259.5	261.9	265.1	270.6	271.6	273.1	274.7	277.6
Aero-engine parts sector	246.3	248.2	252.1	252.4	254.4	253.0	255.4	258.6	264.1	265.1	266.7	268.3	271.5
Aircraft components sector	243.0	244.6	248.5	248.4	250.2	248.3	250.7	254.1	260.1	261.1	262.4	264.2	267.3
Radio, radar and electronic capital goods industry	229.5	230.1	234.1	233.6	235.4	233.0	235.5	239.0	245.5	246.5	247.5	249.3	252.3
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS									p	p	p	p	p
Aerospace industry	254.5	254.2	258.3	257.2	259.0	256.0	258.9	262.9	272.3	273.6	274.7	277.1	281.1
Radio, radar and electronic capital goods industry	276.9	276.7	278.4	276.0	277.3	279.3	279.4	288.3	302.0	294.4	297.6	299.7	307.1
6 COMBINED COSTS			p	p	p	p	p	p	p	p	p	p	p
Aerospace industry	259.2	260.2	263.5	263.2	265.4	264.4	266.9	270.2	275.5	276.4	277.7	279.4	282.7
Airframe sector	252.9	253.8	257.4	257.2	259.5	258.5	260.9	264.4	270.2	271.2	272.8	274.6	277.8
Aero-engine and aero-engine parts sector	261.6	262.6	265.9	265.7	267.8	266.8	269.8	273.2	278.5	279.5	281.1	282.8	285.9
Aero-engine parts sector	259.9	260.8	264.1	263.9	266.0	264.9	267.4	270.8	276.1	277.1	278.6	280.3	283.7
Aircraft components sector	262.6	263.2	266.4	265.9	268.0	266.4	268.8	271.8	277.0	277.8	278.4	280.1	283.6
Radio, radar and electronic capital goods industry	247.0	248.2	251.8	251.6	253.6	253.5	255.1	259.3	265.4	264.5	266.5	268.2	272.0

Definitive information on earnings for both manual and administrative, technical and clerical (ATC) workers is available only for certain months of the year – manual earnings information is available for MLH 383 for April and October but for MLH 367 in respect of October only; ATC salaries information for both industries is available for April of each year. The indices of combined costs are based on the assumption of no change in productivity.

Revisions to series brought about as a result of ATC salaries information becoming available will be shown in the article to be published on 8 December and will affect indices from May last year up to and including those of August.

Revisions to series incorporated as a result of manual earnings information from the October survey are published in the April article and these affect series from the preceding November up to and including December. The results obtained from the April aerospace survey will affect indices from last November up to and including June and will be shown in the article published on 6 October.

The cost index tables previously D1-D5 and D7 have now been redesignated sections 1 to 6 in the table.

p Provisional

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly

Aerospace cost indices page 510
Air transport: trade by air (a) 1 Jul 77
Balance of payments
current account (m) 19 May 78
summary (q) 16 Dec 77
overseas royalties 12 Aug 77
trends in invisibles 7 Apr 78
see also Overseas trade of the UK
Business names and limited partnerships (a) 10 Feb 78
Capital expenditure:
manufacturing, distributive and service industries (q) 31 Mar 78
provisional (q) page 504
by regions 18 Feb 77
leasing, hiring and renting out (a) 30 Sept 77
see also Investment
Catering trades turnover (q) 19 May 78
Check trading (a) 7 Apr 78
Chemicals industry activity (q) 14 April 78
Companies
acquisitions and mergers (q) 12 May 78
insolvencies (q) 5 May 77
liquidity (q) 10 Mar 78
new registrations:
Gt. Britain (m) 21 Apr 78
N. Ireland (m) 7 Apr 78
rate of return on capital (a) 16 Sept 77
structure of company financing 3 Feb 78
Construction work overseas (a) 4 Nov 77
Earnings, wage rates (m) 26 May 78
Energy trends (m) 3 Mar 78
Engineering industries:
production indices (m) page 508
sales and orders (m) 26 May 78
Film industry
British Film Fund Agency returns (m) 5 May 78
cinema admissions and takings (m) 26 May 78
annual inquiry (a) 30 Sept 77
exhibitors' quota returns (a) 5 May 78
overseas payments and earnings (a) 26 Aug 77
registrations of films (a) 3 Feb 78
Food
consumption levels (6m) 18 Nov 77
household consumption (q) 14 Apr 78
Footwear industry:
deliveries and stocks (m) 21 Apr 78
Foreign trade: industrial countries' economic indicators (m) 5 May 78
quarterly analysis (q) page 496
see also Overseas trade of the UK
Hire purchase business (m) 12 May 78
Industrial production
index numbers (m) 26 May 78
Scotland (q) 10 Mar 78
Wales (q) 28 Apr 78
Insurance companies:
investments and assets (a) 11 Nov 77
Investment
book values of overseas direct investments (every 3 years) 25 Feb 77
industry's investment intentions (3 times a year) 6 Jan 78
investment and earnings overseas (a) 5 Aug 77
see also Capital expenditure
Land and building sales (a) 24 Mar 78
Made-up clothing:
orders and deliveries (m) 26 May 78
Man-made fibres
deliveries (q) 26 May 78
production (m) 26 May 78
production: quarterly analysis (q) 26 May 78
Metal-working machine tools (m) 19 May 78
Motor industry
car and commercial vehicle production (m) page 507
provisional (m) 19 May 78
motor trade turnover (q) 26 May 78
Office development permits (q) 7 Apr 78
Official reserves (m) 12 May 78
Overseas trade of the UK
analysis by industry (q) 21 Apr 78
analysis of trends (q) 10 Mar 78
direct exporters and credit terms (a) 12 Aug 77
export prospects (q) 10 Mar 78
import penetration (q) 19 May 78
invoicing in foreign currencies 5 May 78
see also Balance of payments
Pension funds: investments and assets (a) 11 Nov 77
Price Commission index (m) 21 Apr 78
Regional development grants (q) 19 May 78
Research and development expenditure 24 Jun 77 and 1 Jul 77
Retail prices index (m) 26 May 78
Retail trades
sales (m) 12 May 78
provisional figures (m) 19 May 78
stocks (m) 19 May 78
Royalties: overseas transactions (a) 12 Aug 77
Selective financial assistance
section 7 (m) 28 Apr 78
section 7 £10,000 or more (q) 19 May 78
section 8 (q) 19 May 78
Shipping
nationality of vessels in UK seaborne trade (a) 9 Sept 77
UK revenue (a) 30 Sept 77
Steel: consumption and stocks (q) 31 Mar 78
provisional (q) 19 May 78
Stocks
manufacturers' and distributors' (q) 31 Mar 78
provisional (q) page 506
manufacturers' (m) 28 Apr 78
retail (m) 19 May 78
Television: overseas payments and earnings (a) 26 Aug 77
Textiles
activity in the industry (q) 7 Apr 78
carpet sales (m) 26 May 78
cotton industry production (m) 5 May 78
hosiery production (m) 24 Feb 78
wholesale houses' sales and stocks (m) page 509
wool exports (q) 17 Feb 78
wool output (m) 26 May 78
Tourism
foreign arrivals (m) 26 May 78
overseas travel and tourism (a) 29 Jul 77
overseas travel and tourism (q) 14 Apr 78
Unemployment (m) 5 May 78
Wholesale prices
average prices of selected commodities (a) 14 Apr 78
index numbers (m) 19 May 78
initial summary (m) 12 May 78

Organisational information

Commercial representation guide 28 Apr 78
ECGD local offices 12 Aug 77
ECGD lines of credit 7 Apr 78
European public holiday guide 25 Nov 77
Government statistics guide 13 Jan 78
Guide to departments 27 Jan 78
Guide to schemes of selective financial assistance 7 Oct 77
Index, Oct-Dec 7 Apr 78
OTAR contact points 7 Apr 78
Release dates of economic statistics page 503
Trade promotions guide 31 Mar 78

Trade and Industry reader services

contact our sources

We shall be pleased to arrange for you to receive without obligation further information on subjects in our new products, technology news, export services pages.

Circle the number below found at the end of editorial items

READER SERVICE NUMBERS

601	611	621	631	641	651	661	671	681	691	701	711	721	731	741	751	761	771	781	791
602	612	622	632	642	652	662	672	682	692	702	712	722	732	742	752	762	772	782	792
603	613	623	633	643	653	663	673	683	693	703	713	723	733	743	753	763	773	783	793
604	614	624	634	644	654	664	674	684	694	704	714	724	734	744	754	764	774	784	794
605	615	625	635	645	655	665	675	685	695	705	715	725	735	745	755	765	775	785	795
606	616	626	636	646	656	666	676	686	696	706	716	726	736	746	756	766	776	786	796
607	617	627	637	647	657	667	677	687	697	707	717	727	737	747	757	767	777	787	797
608	618	628	638	648	658	668	678	688	698	708	718	728	738	748	758	768	778	788	798
609	619	629	639	649	659	669	679	689	699	709	719	729	739	749	759	769	779	789	799
610	620	630	640	650	660	670	680	690	700	710	720	730	740	750	760	770	780	790	800

ensure a regular copy

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday.

Annual subscription includes postage to any part of the world.

I would like to take out an annual subscription to Trade and Industry

- ☐ Please invoice me/my company, or
- ☐ I enclose £30.60 for one year's subscription, or
- ☐ Charge one year's subscription to my HMSO account number

Please tick appropriate square

name position

company

address

phone number

Please fill in your name and address and send the page to:

Trade and Industry, FREEPOST, London SW1H 0YZ

CLASSIFIED

Trade · Industrial · Services

INTERNATIONAL TRADE CONTACT SCHEME

For an annual subscription of £54 subscribers may have one *insertion per month for 12 months of up to fifty words in an* international trade newsletter detailing British products and *services, circulation in excess of 1200.*

INTERNATIONAL INTELLIGENCE SERVICE

Efficient and viable service designed to establish overseas *contacts, details of overseas export opportunities forwarded to* subscribers regularly; annual subscription £64.80.

For details of these and many other professional export, marketing and management services contact: Marshall *Sinclair Associates, 56 High Street, Southampton SO1 0NS,* tel. (0703) 21882.

YOUR BIG GIVE-AWAY!

Wall Diaries are low-cost year planners with a big panel for your *name or slogan, minimum 100.*

Ad-Art Publications,
129 High Street, Rainham, Kent.
(Medway 368445)

WANTED AND SOLD!!

BALL AND ROLLER BEARINGS

Steelballs, races, plummer blocks, and similar surplus goods

Full details of quantities and sizes offered and required, dealt with by return:

R. Pordes, 529B Finchley Road, London NW3 7BH

Tel: 01-435 9878/9

Transport Services

COTRANS INTERNATIONAL LIMITED

Fast and efficient transport service to most Western European countries at very competitive rates. We are represented at all major Channel Ports and throughout Western Europe.

Belvidere House
Belvidere Terrace
Northam
Southampton SO1 1QR
Ring: 0703 22114-25999
Telex: 477119

International trading company with strong links in Africa, Middle East and South America would welcome contact with manufacturers seeking responsible representation.

BOX 512 T.I.
13, Great James St, London WC1N 3DP.

Optical Instruments

ENBEECO

MAGNETIC COMPASSES FOR EXPORT

Magnetic Liquid Prismatic Compass
Mark V 360° — Mark V1 mils

New ultra light-weight model 3.22oz (92g) with replaceable sealed capsule greatly simplifying service should the need arise.

NEWBOLD & BULFORD LTD.
Enbeeco House, Carlton Park
Saxmundham, Suffolk IP17 2NL
Tel: Saxmundham 2933-4-5 Telex: 98584
Answerback: Enbeco G

Furniture

SAVE! SAVE! SAVE!

We manufacture the following goods at the most competitive prices:

Typists' desks from	£32.40
Clerks' desks from	£48.22
Padded office chairs from	£11.28
Padded office a/chairs from	£16.46
Swivel armchairs from	£25.92
Hat stands from	£8.59
Stacking chairs from	£5.32
Stacking canteen tables from	£15.28
Restaurant tables from	£15.82
Steel shelving from	£5.49
6′ × 3′ × 1′ bin units from	£26.20
Steel clothing lockers from	£12.08
Conference tables (various sizes)	

All the above price inc. VAT and carriage mainland only. Generous discount *available for collection and cash with order. Realistic trade discounts offered to* genuine traders. We are part of a group of companies whose trading policy is to manufacture at the most competitive prices and to give unbeatable value for money.

Send for FREE brochures to: **KM CHAIRS (Retford) Ltd,** Midland Goods Depot, Chesterfield. Telephone: 71060 · 70422 · 70710 · 75414. Northern office: Leigh 73105.

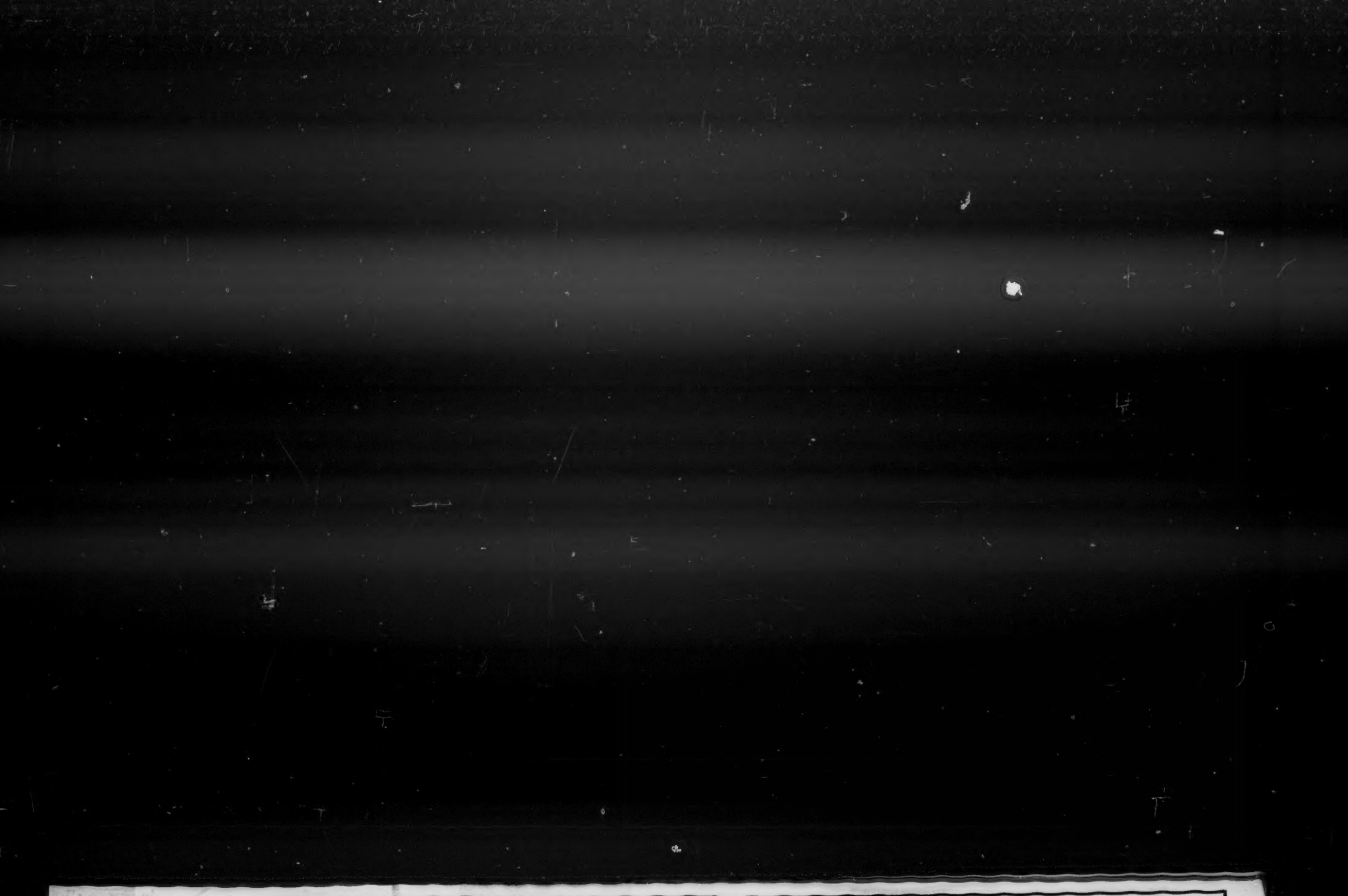
Promotional gifts

- *FINEST VITREOUS ENAMEL* (Hard fired enamel)
- GENUINE LEATHER KEY FOBS AND KEY CASES, BADGES
- CUFF LINKS, TIECLIPS, LAPEL *BADGES, PEWTER TANKARDS*
- *LADIES COMPACTS*
- *DESK SETS*

Incorporate your company trade mark or logo on "Good Will" Promotional gifts. Let us have your sketch or letter heading or logo for our artist's design and quotation for any of our products.

MANHATTAN-WINDSOR
STEWARD STREET, BIRMINGHAM B18 7AF
ENGLAND

Telephone: 021-454 6404 **Telex 338633**



CLASSIFIED

Trade · Industrial · Services

INTERNATIONAL TRADE CONTACT SCHEME

For an annual subscription of £54 subscribers may have one insertion per month for 12 months of up to fifty words in an international trade newsletter detailing British products and services, circulation in excess of 1200.

INTERNATIONAL INTELLIGENCE SERVICE

Efficient and viable service designed to establish overseas contacts, details of overseas export opportunities forwarded to subscribers regularly; annual subscription £64.80.

For details of these and many other professional export, marketing and management services contact: Marshall Sinclair Associates, 56 High Street, Southampton SO1 0NS, tel. (0703) 21882.

Optical Instruments

ENBEECO

MAGNETIC COMPASSES FOR EXPORT

Magnetic Liquid Prismatic Compass
Mark V 360° — Mark V1 mils

New ultra light-weight model 3.22oz (92g) with replaceable sealed capsule greatly simplifying service should the need arise.

NEWBOLD & BULFORD LTD.
Enbeeco House, Carlton Park
Saxmundham, Suffolk IP17 2NL
Tel: Saxmundham 2933-4-5 Telex: 98584
Answerback: Enbeco G

Promotional gifts

- ✲ FINEST VITREOUS ENAMEL (Hard fired enamel)
- ✲ GENUINE LEATHER KEY FOBS AND KEY CASES, BADGES
- ✲ CUFF LINKS, TIECLIPS, LAPEL BADGES, PEWTER TANKARDS
- ✲ LADIES COMPACTS
- ✲ DESK SETS

Incorporate your company trade mark or logo on "Good Will" Promotional gifts. Let us have your sketch or letter heading or logo for our artist's design and quotation for any of our products.

MANHATTAN-WINDSOR
STEWARD STREET, BIRMINGHAM B18 7AF
ENGLAND

Telephone: 021-454 6404 Telex 338633

YOUR BIG GIVE-AWAY!

Wall Diaries are low-cost year planners with a big panel for your name or slogan, minimum 100.
Ad-Art Publications,
129 High Street, Rainham, Kent.
(Medway 368445)

Transport Services

COTRANS INTERNATIONAL LIMITED

Fast and efficient transport service to most Western European countries at very competitive rates. We are represented at all major Channel Ports and throughout Western Europe.

Belvidere House
Belvidere Terrace
Northam
Southampton SO1 1QR
Ring: 0703 22114-25999
Telex: 477119

Furniture

SAVE! SAVE! SAVE!

We manufacture the following goods at the most competitive prices:

Typists' desks from	£32.40
Clerks' desks from	£48.22
Padded office chairs from	£11.28
Padded office a/chairs from	£16.46
Swivel armchairs from	£25.92
Hat stands from	£8.59
Stacking chairs from	£5.32
Stacking canteen tables from	£15.28
Restaurant tables from	£15.82
Steel shelving from	£5.49
6' × 3' × 1' bin units from	£26.20
Steel clothing lockers from	£12.08
Conference tables (various sizes)	

All the above price inc. VAT and carriage mainland only. Generous discount available for collection and cash with order. Realistic trade discounts offered to genuine traders. We are part of a group of companies whose trading policy is to manufacture at the most competitive prices and to give unbeatable value for money.

Send for FREE brochures to: KM CHAIRS (Retford) Ltd, Midland Goods Depot, Chesterfield. Telephone: 71060 · 70422 · 70710 · 75414. Northern office: Leigh 73105.

WANTED AND SOLD!!

BALL AND ROLLER BEARINGS

Steelballs, races, plummer blocks, and similar surplus goods

Full details of quantities and sizes offered and required, dealt with by return:

R. Pordes, 529B Finchley Road, London NW3 7BH
Tel: 01-435 9878/9

International trading company with strong links in Africa, Middle East and South America would welcome contact with manufacturers seeking responsible representation.

BOX 512 T.I.
13, Great James St, London WC1N 3DP.

CLASSIFIED

Advertisement Department (Trade and Industry):
13 Great James Street, London WC1N 3DP
01-242 9478

Overseas Newspapers and Periodicals

Japan Electronic Industry, monthly magazine in English, distributed throughout the world, excellent media for advertising your product. Advertising rates: 1 page in black/white Y540,000; ½ page in black/white Y300,000. Sea mail $46.00.
Japan Electronic Engineering, monthly, in English. Advertising rates: 1 page in black/white Y300,000; ½ page in black/white Y180,000. Sea mail $39.00.
Annual E.B.G. $46.
Journal of Asia Electronics Union (AEU), bi-monthly in English. Advertising rates: 1 page Y120,000 ½ page Y75,000s Sea mail $14.00.
Office Equipment and Products, quarterly in English. Advertising rates: 1 page in black/white Y325,000; ½ page in black/white Y169,000. Sea mail $20.00.

1st Vol. **Markets in Europe.** 9th Edition 1968. $10.00. 2nd Vol. **Markets Outside Europe.** 9th Edition 1976. $30.00. 'Overseas Directories and Subscriptions' £2.50 (Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 25 years representatives for publishers in over 100 countries for advertising and subscriptions

Trade and Industry has 33,000 readers at DIRECTOR/SENIOR MANAGEMENT level every week.

To reach them, telephone: Alan Wells on 01-242 9478

Shipping and Transportation

CAZALY MILLS & CO. LTD.
International Shipping and Forwarding and Airfreight Agents
CAZALY HOUSE, DEVONSHIRE ROW, LONDON EC2.
Tel: 01-247 6993/7. Telex: 884014

Languages

IN THE ELECTRONIC AGE
STILLTREN
LANGUAGE - LEARNING SYSTEMS

FRENCH	GERMAN	ARABIC
SPANISH	ITALIAN	ENGLISH

World's leading programmed audio-visual courses and machines for individuals and groups

Dept. TI, 72 New Bond Street, London W1Y OQY Tel : 01 - 493 1177
Telex : 23475

Translations

TRANSLATIONS
USE THE EXPERTS
Arabic · Italian · Spanish · French · German · Japanese · Russian · Swedish

- Commercial, technical, financial, advertising and publicity translations.
- Specialist technical translators in all fields.
- Foreign language typesetting and printing.
- Services available in 33 foreign languages.

Language Experts to the Export Industry

eurolingua

Professional Language Services Limited,
62 Oxford Street, London W1N 9LD Tel: 01-323 0631/1118

Translations

Technical Translations?

from Marzell House, London, we operate the most efficient and extensive translating and interpreting organisation in the world.

Win a World Market with Words
Transtelex Limited

Transtelex Limited, Marzell House, 116-128 North End Rd, London W14, U.K.

Telephone 01-381 0967/8/9
Telex 917824/8812771-2-3-4
Telecopier 01-381 0960

EXPORTERS
EXPORTERS
EXPORTERS
EXPORTERS
EXPORTERS
EXPORTERS
EXPORTERS
EXPORTERS
EXPORTERS
EXPORTERS
EXPORTERS
EXPORTERS
EXECUTIVES
EXPORTERS
EXPORTERS
EXPORTERS

Four out of five Trade and Industry readers are engaged in exporting and nine out of ten readers are executives.

Advertisers phone 01-242 9478

Registered as a newspaper Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.

ISBN 0 11 725274 3
ISSN 0006-5323